Board of Trade Journal

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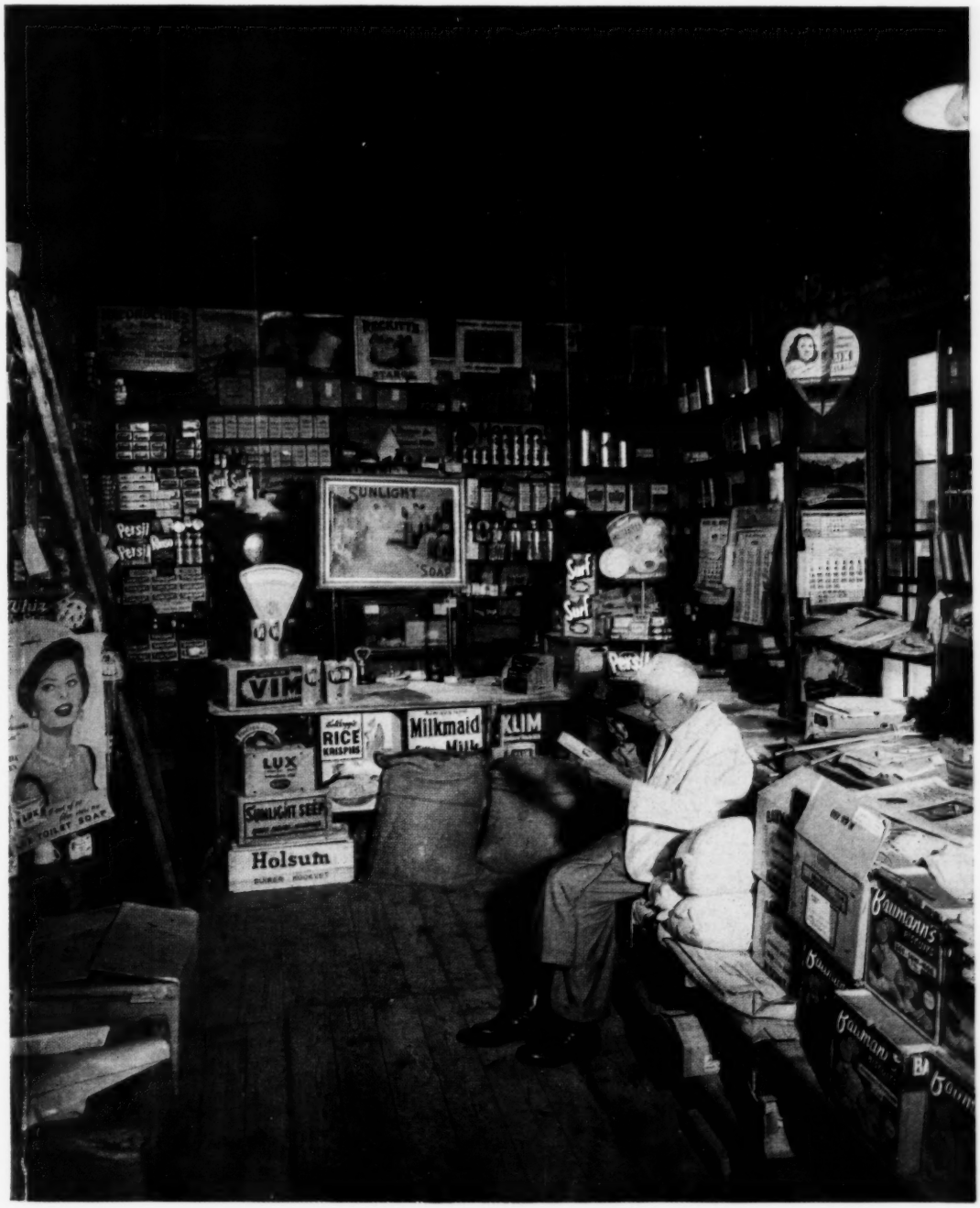

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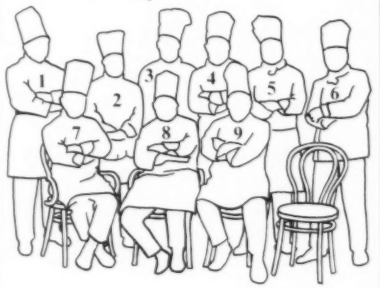

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Board of Trade Journal

VOLUME 189, NO. 3574, PAGES 601-664
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Front cover photograph

The wide variety of Unilever products and other consumer goods manufactured in Britain on display in this South African shop gives an indication of the range of products which the African is likely to buy from day to day.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

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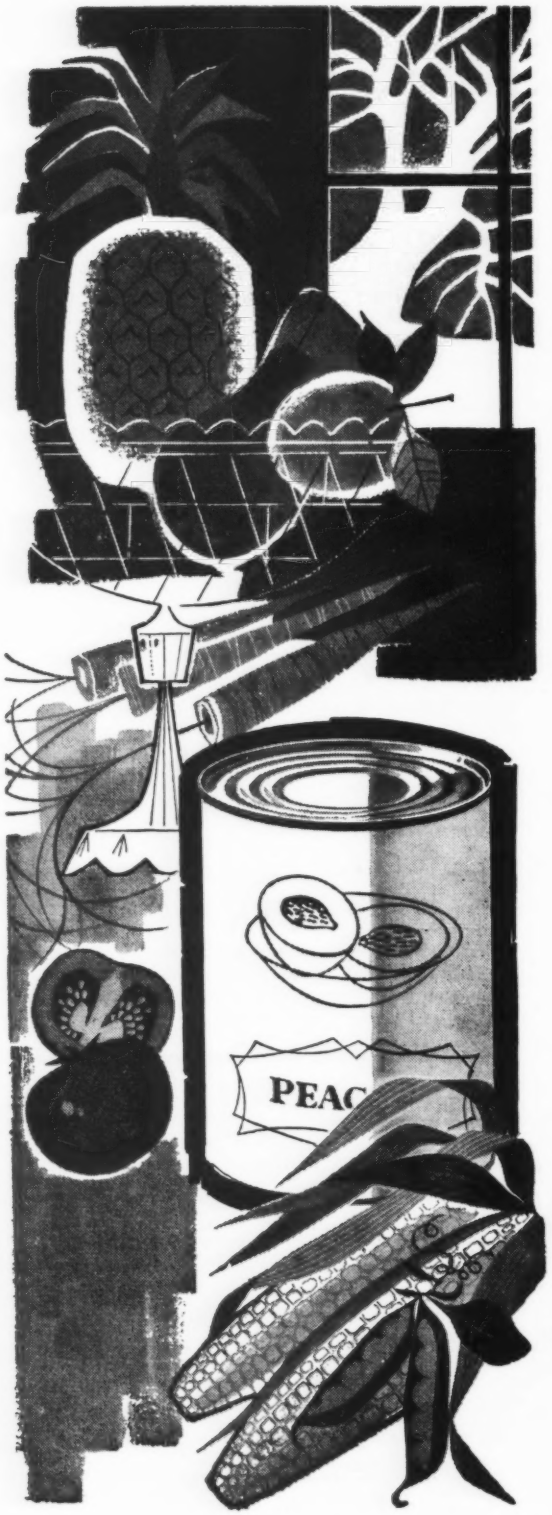

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The African market in South Africa

A REPORT FROM THE COMMERCIAL SECTION OF THE BRITISH EMBASSY AT PRETORIA

There are some seventeen and a half million South Africans. Of these by far the majority, nearly twelve million or 68 per cent are of purely African or Bantu stock. For the British exporter, indeed even for the South African businessman, this is a part of the market that is often forgotten. Inevitably attention is focused on the remaining 32 per cent of the population, the Europeans and, to a lesser extent, the Indians and Coloureds (those of mixed blood), who present the more sophisticated demands and who enjoy the lion's share of the country's spending power. But though this may be inevitable it is not necessarily desirable. This article is intended to suggest that it would be unwise for the businessman to ignore an already large and rapidly growing market.

ALL STATISTICS relating to the Africans in South Africa are of uncertain validity. The last figures which are anything like firm are for 1961. These show the total national income as £2,165 million and the share of the Africans as £492 million or about 23 per cent. Their net purchasing power was then considered to be about £394 million per annum. The Bureau of Economic Research at the University of Stellenbosch has calculated that, by the financial year 1963/64, total African income had risen to some £600 million and their purchasing power to well over £450 million. These are more than the comparable figures for a fair number of fully independent States.

Projected into the future the picture looks still more impressive. Though statistics for the year 2,000 may seem a little speculative it is interesting to note a prophecy by an official body that by then the African population will amount to 26 million. Another authority claims that their spending power will have grown to more than £2,400 million.

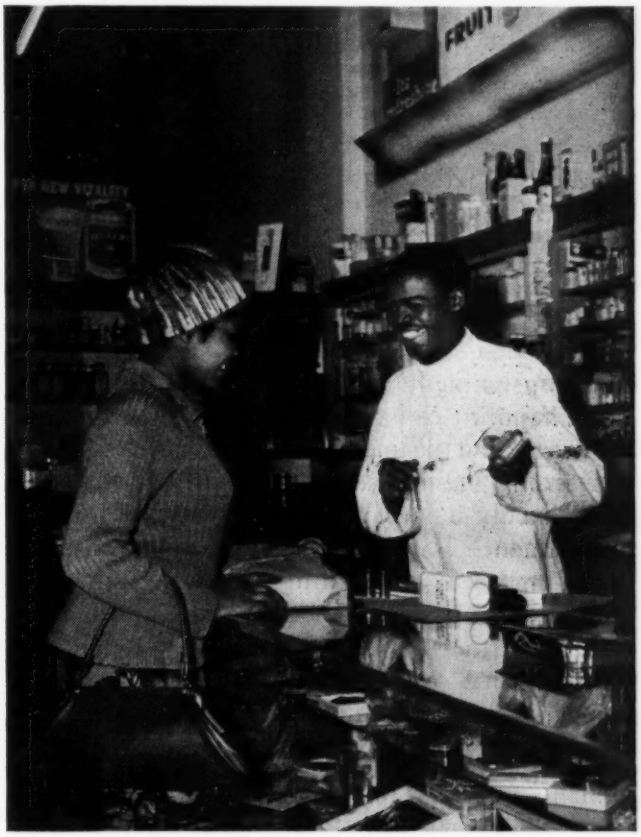
A QUALITY-CONSCIOUS MARKET FOR CONSUMER GOODS

Choosing new shoes in a Bantu department store near Johannesburg. 'The Africans are fashion conscious and keenly alive to quality.'

£450 million spent in 1963/64

The estimated £450 million which the Africans spent in 1963/64 was not spread evenly over the whole population. There are three main groupings: the urban Africans who live in townships near the European towns and cities; the Africans who work on farms in the European rural areas; and the Africans who live in the rural areas in 'Reserves', 'tribal areas', 'homelands' or 'Bantustans' to use but a few of the names given to that part of the Republic's land-space reserved exclusively for the African. Numerically the first group is the smallest, comprising only some 3 million or 25

(*Continued on page* 605)



Inside a Bantu chemist's shop. There is a good market for cosmetics and toilet preparations amongst the African population.

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per cent of the African population against the 34 per cent on European farms and the 41 per cent in the Reserves (though the picture is blurred by the widespread use of migrant labour).

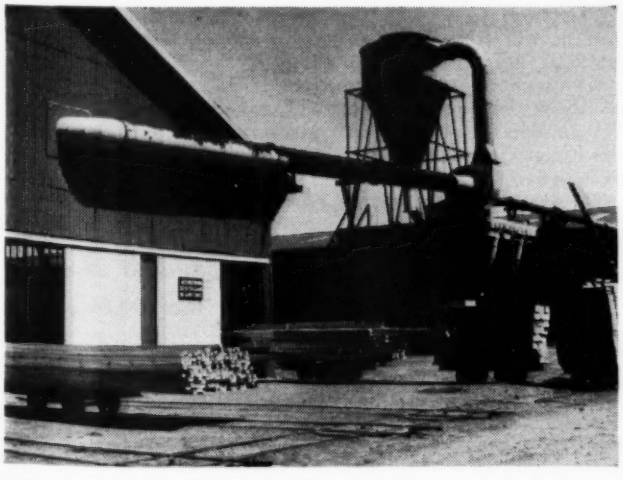
Financially, however, the picture is very different. The urban African, with his high degree of integration in the national economy, has gained most from the economic upsurge which South Africa has enjoyed over the last 20 years. The best guess is that nearly 50 per cent (some authorities say as much as 60 per cent) of the spending power of the Africans is concentrated in this sector giving an average annual income in 1963/64 of about £100 a head. For the European rural areas the comparable figure would be £32 and for the African in the Reserves only £24 (these figures are, at the best, approximate and do little more than establish a rough basis for comparison).

Efforts are being made to develop the Reserves and this is likely to result in greater wealth being generated within or, at least, imported into these areas. Nevertheless, it is generally true to say that, in the Reserves and European rural areas, the bulk of the African population is too near subsistence level to present a hopeful market for the exporters of a developed country. Moreover, the disproportion between urban areas and the rest is unlikely to diminish during the next few years. In the urban areas only a sharp set-back to the economic development of the Republic can prevent a substantial increase in the purchasing power of the African.

In spite of the factors which restrict the full economic development of the urban Africans their position as purchasers approximates to that of the proletariat in any great European city of the early twentieth century with the addition of a small, though growing middle and upper-middle class. In present circumstances not much of the African's income is going to be available for the purchase of inessentials. Nevertheless a proportion, often a surprisingly high proportion, of total earnings is devoted to the purchase of consumer goods of a nature and quality sufficiently evolved to interest the potential exporter. Hire purchase agreements play an important part – a field, incidentally, in which the African generally has an excellent reputation for meeting his obligations.

The Bureau of Market Research at the University of South Africa has calculated that the average urban African household spends approximately 75 per cent of its total income on the basic necessities of life; food, housing, furniture, the essential minimum of clothing, fuel, light, transport and taxes. In 1963/64 this still left a total of some £75 million available for spending on items which, though perhaps deemed necessary by the average European household, are still not indispensable.

It has been demonstrated that, in the African household in South Africa, the ratio of 'inessential' to 'essential' purchases



The Transkei's large furniture factory near Umtata. All the timber material used in this factory comes from Transkei plantations. Total cost of factory plus equipment was R58,000.

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Inside a Bantu Shop at Daveyton, Bantu Residential Area, Springs. The general trading store is the centre of the African's life: the goods sold there are varied and sometimes surprisingly sophisticated.

increases with growing prosperity; in part, at least, because there is often no better house available and the rent factor therefore remains constant. With purchasing power increasing every year and the proportion within it reserved for inessentials growing also, the estimated £75 million for 1963/64 is likely soon to be left far behind.

Clothing expenditure is a major item

On what does the urban African spend his money? A major item is certainly clothing. The best guess is that the African male alone spends £25 million a year on clothing; even if the figure for women may now be somewhat lower it does not seem likely that it will long remain so. Much of this is for the basic uniform of living but much also is spent on clothes of high quality. The African appreciates quality. If he cannot afford the item which he wants, then he will not buy at all.

Opportunities, therefore, exist for the foreign manufacturer in spite of the large and growing local production of most types of clothing. The maker of a distinguished and by no means cheap brand of English hat exported nearly 50,000 to South Africa last year. Of these it is estimated that 80 per cent were sold on the African market. This success demonstrates a particularly encouraging factor. If an African once decides that a certain brand is best then he will continue to demand it and not be satisfied with a substitute, even though much cheaper.

With such an attitude on the part of the consumer the threat of additional protection does not hold its usual dangers. Import control can effectively stifle such trade but, where a genuine demand exists for a particular article, some not-too-unsatisfactory compromise can usually be reached with the authorities.

The same determination to buy a high-quality article is to be found in many fields of consumer goods. Radios, gramophones and gramophone records sell well; one energetic retailer estimates that nearly 50 per cent of his sales of a particular British make

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INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the Journal (*See page* 662 *of this issue*).

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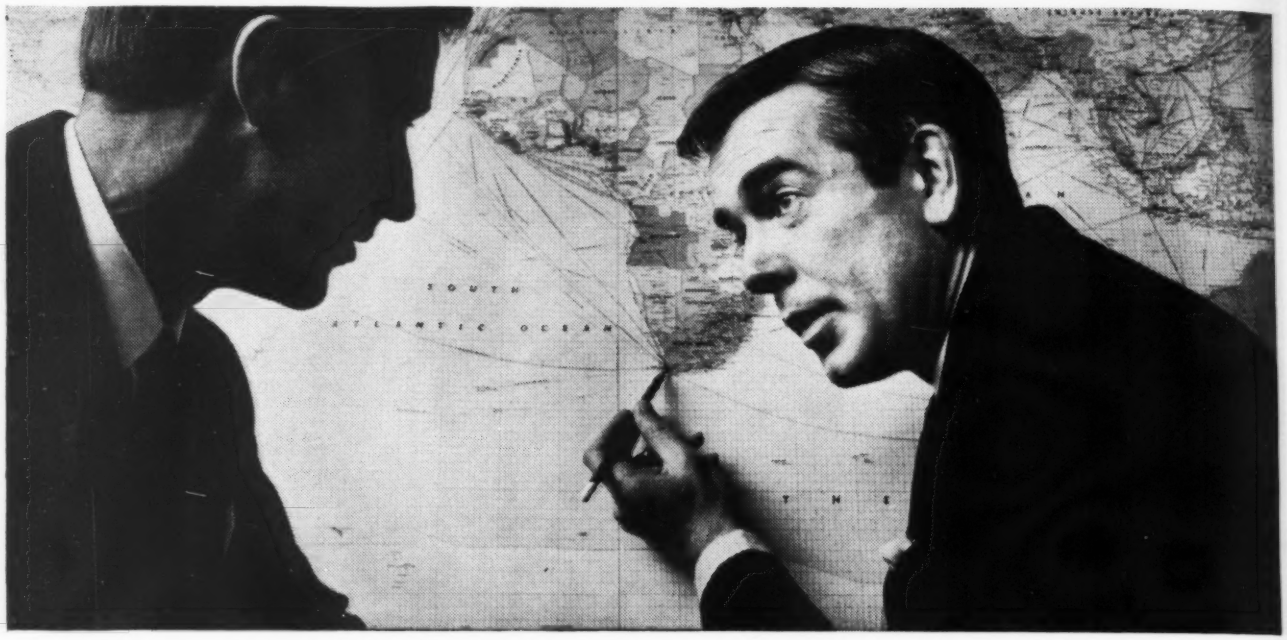

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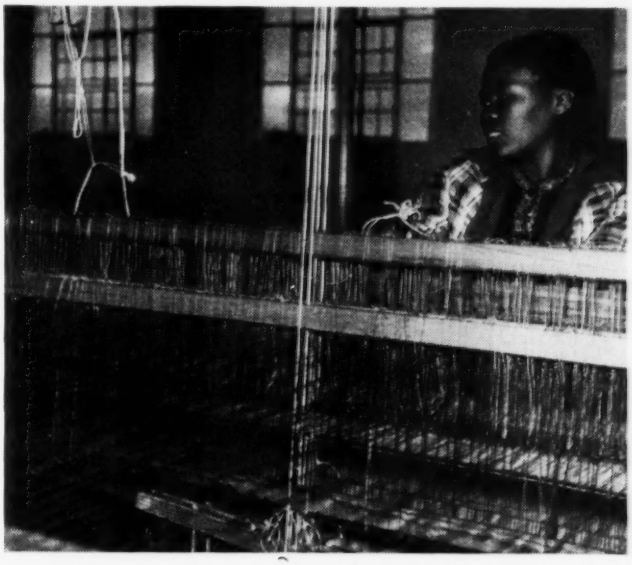
SOUTH AFRICAN AIRWAYS

of Hi-fi equipment are made to Africans and attributes his relatively high turn-over in this article to the fact that his rivals pay less attention to the African market. Oven-ware and cutlery of good quality are being bought in increasing quantities.

Sales of education material of every kind are certain to grow massively over the next decade. Bicycles, mopeds, etc. and even motor cars are finding an increasing number of purchasers. (Already 30,000 vehicles are owned by Africans, though most of these have been bought second-hand.) There are sewing machines in 30 per cent of the houses in the African townships around Johannesburg and, though most of these are locally made, there is a market for imported machines. Heaters, refrigerators, washing-machines and similar household equipment are only now beginning to percolate into the African home and the relatively small number of houses which so far have electricity is bound to slow up sales of the more evolved models.

Nevertheless, the market is growing fast and the African housewife, who is no more inclined than her European counterpart to be left behind by her neighbours, will see that it snowballs in the future. For the manufacturer the prize is a tempting one since whoever can establish himself first in this relatively virgin field will be well-placed to dominate it for many years.



Hilmond Weavers, Umtata. Industrial methods, for the most part, are not the most modern, but considerable progress has been made.

A paradox in selling techniques

It is not so easy to advise the British exporter how best to approach this market. African Chambers of Commerce exist but

(*Continued on page* 611)

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Room F57, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146).

Multi-million £ market in South Africa

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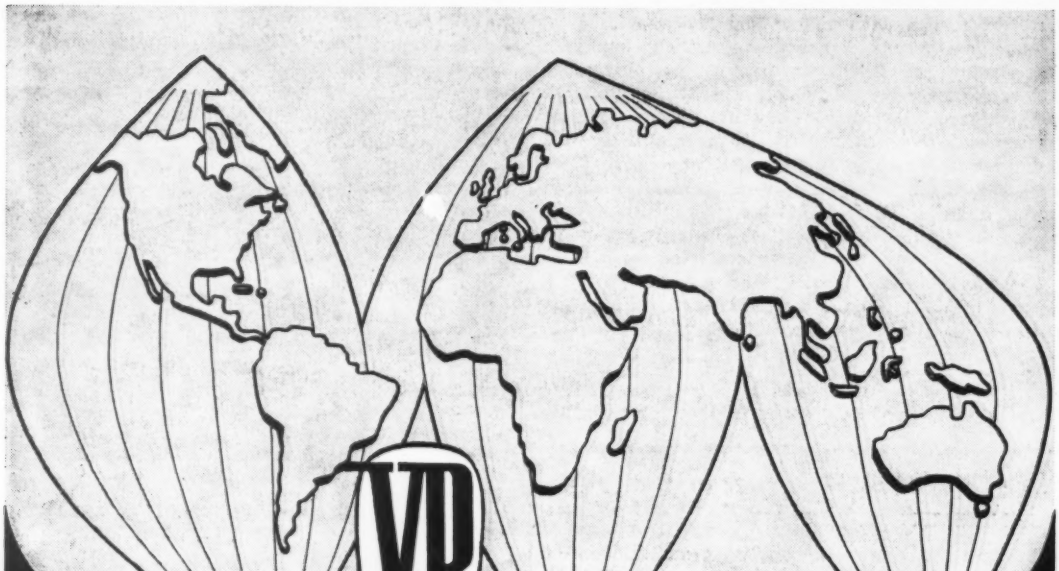

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Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page viii of August 27 issue.

are so far of little influence. Retail outlets within the townships are relatively few in number and mostly confined to the basic essentials. For his more expensive purchases the African looks to the European shops. He is wary of anything manufactured specifically for his consumption believing, often though not always with good reason, that such goods tend to be shoddy and that the only assurance of quality is to buy what the European considers is good enough for himself. Paradoxically, therefore, the first rule for selling on the African market is to avoid giving the impression that it is this market which is one's particular target.

But it does not follow that there is nothing to be done to attract the Africans to suitable wares and to enlist them as regular purchasers. At the moment only 3 per cent of total advertising revenue is spent in media aimed particularly at the Africans (or even non-Europeans). It is true that advertisements in European papers will be seen by many Africans and perhaps carry more weight, but advertising in such papers as World (daily), Post, Ilanga and Imvo Zabampsundu (weekly) or Bona (monthly), to mention the most important among the publications in African tongues or intended especially for the Africans, is relatively cheap and can yield good results.

A leading soap manufacturer has stated that an intensive advertising campaign in one area led to consumption rising by 300 per cent in seven years. The national Broadcasting Service broadcasts in Zulu and South Sotho with spot advertisements between the programmes. 'Batfairs', trade fairs organized within the Reserves though usually near European centres, provide an excellent show-window. One well-known brand of oven-ware imported into South Africa has established something close to a monopoly by the intelligent use of demonstrations in the African townships accompanied by the giving-away of small quantities of samples. The market, in short, is accessible by conventional techniques with only a limited amount of adaptation. The fact that so few businessmen have sought to cultivate it must enhance the efforts of those who are prepared to take the trouble.

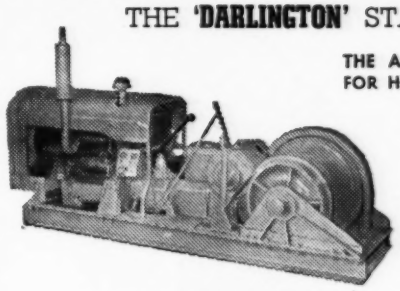
Though the African market may be concentrated in the urban areas it would be wrong to ignore it elsewhere. The new policy of persuading industries to set up in the 'Border Areas' on the edge of the Reserves must create considerably greater spending power within the Reserves themselves. Agriculture, too, is bringing in an increasingly large income. £80 million has recently been estimated as the potential annual income to be derived from farming in the Reserves and, in the re-settled areas, the average African farmer is now believed to be earning £150 a year. Since his accomodation is almost free and his food provided largely from his own resources, a larger proportion of this is available for spending on inessentials than in the case of his urban equivalent.

Five-thousand trading licences have been issued to retailers in the Reserves; though few of these today handle more than a meagre range of unsophisticated goods, facilities will grow to meet the increased demand. There is still a large demand for traditional patterns of cloth, etc. but there is little hope for a foreign manufacturer new to the trade to establish himself in what is, anyway, a dwindling market.

(*Continued on page* 613)

DARLINGTON' WINCHES

THE **'DARLINGTON'** STATIC



THE ALL-PURPOSE WINCH FOR HOME AND OVERSEAS

FOR HOISTING, HAULING LOADING, UNLOADING, CONSTRUCTION OR DEMOLITION WORK

THIS MACHINE IS IDEAL FOR OILFIELD WORK

THE **'DARLINGTON'** PORTABLE POWER DRIVEN WINCH

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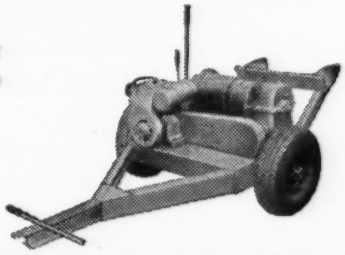
POWERED BY PETROL OR DIESEL ENGINE



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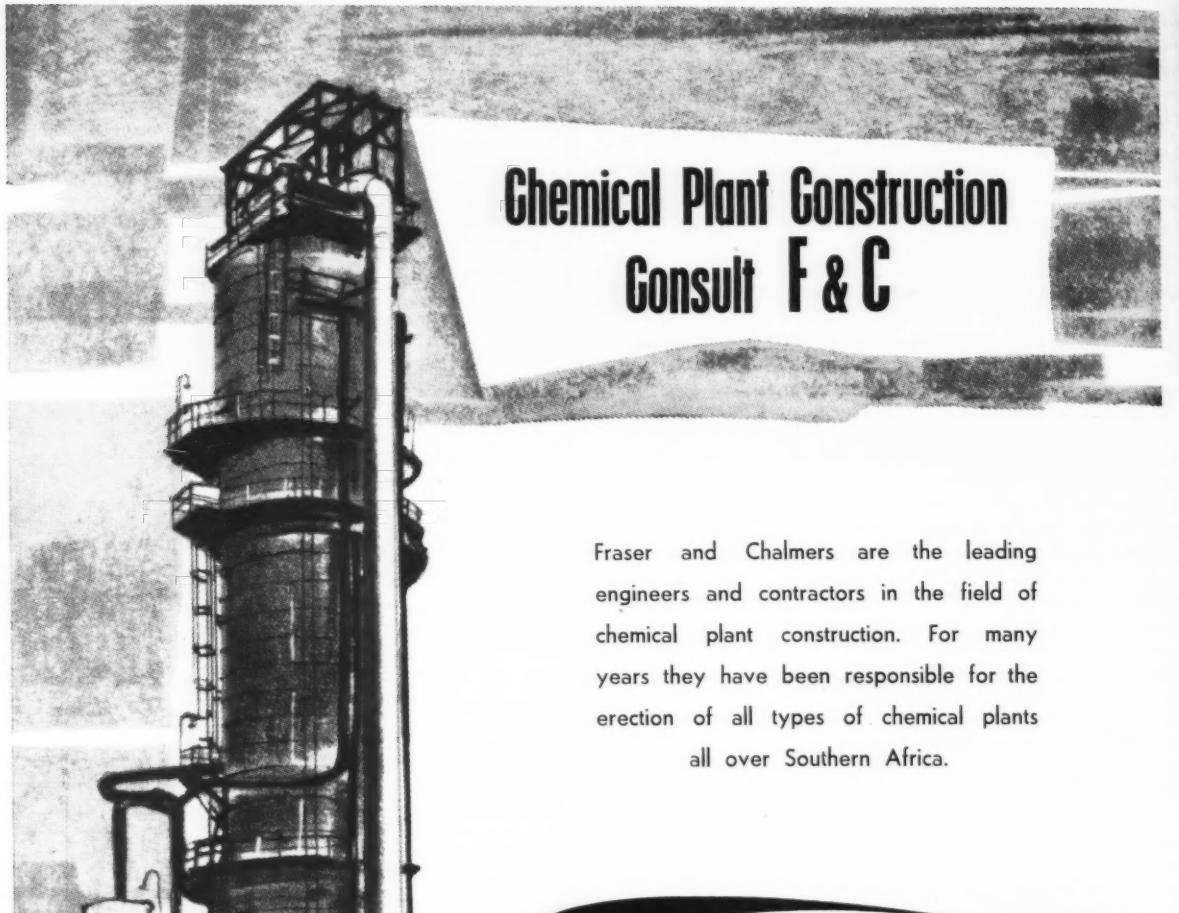

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A Bantu girl choosing a new blanket from a wide selection in a Bantu department store near Johannesburg. 'Traditional wares and designs are still popular but the lady is as likely to buy a smart handbag or pair of shoes as she is a blanket.'

Equipment of every kind needed

Development within the Reserves also means increased needs for equipment of every kind. A plan drawn up in 1961 committed the Government to spend £70 million over the next five years on 'accelerating the physical development of the Bantu homelands', though a large proportion of this was to be spent on urban or village housing schemes. Opinions vary as to how much has so far been spent and to what effect; it is, however, certain that the Department of Bantu Administration and Development has invested in considerable quantities of agricultural and other equipment.

With the setting up of separate Development Corporations for each area it is likely that the tempo will quicken. There should be increasing demands for tractors, bulldozers, pumping and irrigation equipment, etc. An abattoir is shortly to be built in the Transkei with a full range of refrigerating, de-boning and related machinery. It will be a long time before many African farmers possess the financial resources to buy major items of equipment for their own private purposes but the setting up of co-operatives is being encouraged and purchasing should gradually cease to be a responsibility of the South African Government and be taken over by the Africans themselves.

South Africa is one of Britain's best markets, taking more than £220 million of our exports in 1964. It would be idle to pretend that the purchasing power of the Africans is at the moment more than a marginal element in this total. But the element is growing. Every argument of economics – and not only of economics – suggests that it will grow still more rapidly in the future. It would be wrong to ignore an opportunity to establish oneself today in a market that may be of major importance tomorrow or the day after.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.

Black and white prints. *These should be 'action' photographs showing UK goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination.*

Photographs of UK businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.

Colour photographs. *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

Letter to the Editor

Education for business

Dear Sir,

In the *Journal* for August 27 Mr. J. W. Platt contributes an article entitled 'Education for business' which begins 'The purpose of this article is to summarize developments in business studies within the educational system of Great Britain'.

Mr. Platt has ably summarized developments in what used to be, and still often is, called education for management, mainly at post-graduate and post-experience level, but he has not dealt with the remainder of the field. 'Business education at under-graduate level', he says, 'is not in favour.' As for technical colleges, he mentions nothing below regional and area colleges and even they receive only two paragraphs (out of 55).

May I suggest that no review of education for business can be considered complete without a reference to the widespread system of National Certificates and Diplomas that are granted on the results of courses at suitably staffed technical colleges? These are about to be supplemented by honours degree courses in business studies at technical colleges whose arrangements are approved by the Council for National Academic Awards, following recommendations made by the Crick Committee in its report 'A Higher Award in Business Studies' (HMSO 1964), for sandwich courses, to be the equivalent of the former Dip.Tech. on the technological side.

There is, of course, a valid objection to management studies at under-graduate level, but it would be difficult to sustain an argument that nobody should study business before he graduates. Many subjects relevant to business, such as law, economics, and economic geography, are liberal studies in themselves.

Over the past five years the Department of Education has been busy devising a series of general courses in business studies that are suitable for entrants with varying levels of scholastic attainment. The National Certificate in Office Studies provides for those who have left school without an adequate General Certificate of Education at Ordinary Level. For those with such a GCE a choice is offered between part-time courses leading to an Ordinary National Certificate in Business Studies and full-time courses leading to an Ordinary National Diploma. Advanced-level school leavers may embark on Higher National Certificate or Diploma courses. The Diploma courses are available on a sandwich basis. Syllabuses are flexible and subject to the approval of the Joint Committee for National Awards in Business Studies on which sit educationists and nominees of the professional bodies covering various parts of the business field.

National Certificates in Business Studies replace those formerly offered in Commerce which received only limited support. Although numbers are not everything the following figures show how far the Business Studies scheme has succeeded in attracting students. There has been no sacrifice in quality. In fact entry standards have now been raised still further at the Ordinary Level.

Students – England and Wales
Business Studies (formerly Commerce)

	1959-60	1964-5
O.N.C.	5,491	12,734
O.N.D.	-	5,158
H.N.C.	237	2,956
H.N.D.	-	1,848
Total	5,728	22,696

Despite the fourfold increase in five years there is still obvious scope for further expansion.

In Scotland the Scottish Council for Commercial Education also offers a range of commercial certificates.

Yours faithfully,
H. A. L. Cockerell,
Chairman
Joint Committee for National Awards in Business Studies.

SOVIET SHIPPING MINISTER'S VISIT

M. Bakaiev, the Soviet Minister of Shipping (left) is seen with Mr. Roy Mason, Minister of State (Shipping), Board of Trade (right) during a meeting at the Board of Trade on September 8. M. Bakaiev is in Britain as a guest of the British Government. (*See* Board of Trade Journal, *September* 10, *page* 551).

Mr. Roy Mason to visit Southampton

MR. ROY MASON, Minister of State (Shipping) at the Board of Trade, will visit Southampton on September 21 to look at boat-building establishments in the area.

In the morning the Minister will visit two boat-building yards, and in the afternoon, in addition to seeing further yards, he will visit engine and equipment manufacturers.

Board of Trade inquiry into conduct of two fishing vessel officers

THE BOARD OF TRADE have ordered an inquiry into the conduct of two certificated officers who were serving as skipper and second hand of the fishing vessel 'Loch Kildonan' when she stranded in Holland Bay, Stronsay, on March 12.

The hearing of the proceedings under Section 471 of the Merchant Shipping Act, 1894, will commence at 10.30 a.m. on Monday, November 1, at the Sheriff Court, Aberdeen.

Marine inquiry

THE FORMAL INVESTIGATION into the circumstances attending the collision between the m.v. *Gannet* of London, O.N. 187369 and the m.v. *Katharina Kolkmann* of Germany, in the Straits of Dover, on March 29, 1965, will open at 10.30 a.m. on Tuesday, October 19, at 6 Burlington Gardens, London, W.1.

Change of address of HM Coast-guard

THE Board of Trade announce that the Chief Inspector and Deputy Chief Inspector, HM Coast-guard with their operational staff moved their office on September 9 from 1 Victoria Street, S.W.1, to Abell House, John Islip Street, London, S.W.1. (Tel. Victoria 1741-6).

'PICK-A-BACK' ARRANGEMENTS FOR EXPORT ASSISTANCE

A booklet, with a foreword by Mr. Douglas Jay, President of the Board of Trade, containing names and addresses of manufacturing firms who have offered to help other firms with export assistance has been published by Export Services Branch of the Board of Trade, in collaboration with the main organizations of British Industry.

Copies may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (*Reference* 987 *G.*) *Tel. City* 5757, *Ext.* 245. (*Telex* 25977), *or from any Board of Trade Regional Office.*

National Economic Plan published

THE 'National Economic Plan', prepared by the Department of Economic Affairs, and other Government departments in consultation with industry was published on September 16 (Cmnd. 2764, available from HM Stationery Office, PO Box 569, London, S.E.1. Price 30s.). A 30-page 'popular' version of the plan entitled 'Working for Prosperity' has also been published, and is obtainable from HM Stationery Office, price 1s. The shortened version explains why the Plan has been prepared and outlines its main elements.

British proposals on cotton textile imports sent to overseas countries

THE BOARD OF TRADE announce that formal proposals for the regulation of cotton textile imports after the end of 1965 have now been sent to all countries concerned. These proposals embody the objectives which Mr. Douglas Jay, President of the Board of Trade, has already announced. They were that there should be a total ceiling from 1966 to 1970 on imports which are disruptive of the British industry; and that this limit should be at a level which is estimated to provide opportunities, over that period, for imports to maintain their present share in this market. It is proposed that these objectives should be achieved by a system of country and global quotas.

In formulating these proposals, full account has been taken of the need to provide the maximum of opportunity for developing countries to sell in this market consistently with avoiding further disruption of the domestic industry and with enabling it to adapt itself to the changed conditions which it has to face.

To avoid business in imported cotton textiles being brought to a standstill while discussions are proceeding with overseas countries, the Board of Trade will shortly be proposing certain interim measures to ensure that a reasonable amount of business can be placed for 1966 delivery before the end of this year.

Sir Edgar Cohen, OEDC British Representative

SIR EDGAR COHEN has taken up his post as Head of the British Delegation to the Organization for Economic Co-operation and Development (OECD), in Paris.

Sir Edgar Cohen has been head of the United Kingdom Delegation to the European Free Trade Association (EFTA) and to the General Agreement on Tariffs and Trade (GATT) at Geneva since 1960. Sir Edgar entered the Board of Trade in 1932 and became a Second Secretary in 1952.

Appointment of a new Chairman to Monopolies Commission

THE BOARD OF TRADE announce that Mr. Ashton Roskill, Q.C., will be appointed as Chairman of the Monopolies Commission, following the forthcoming retirement of the present Chairman, Mr. R. F. Levy, Q.C.

The scope of the Commission's work has recently been increased, under the Monopolies and Mergers Act 1965; in particular, the Commission is now responsible for the investigation of mergers, on the reference to the Board of Trade. Under the new legislation, the Commission is to be enlarged and will be able to work in groups, so that it will be possible for it to handle a substantially larger amount of work.

Mr. Roskill will take up this appointment on December 1, 1965.

Notes:

The Monopolies Commission is required to investigate and report on certain matters at the request of the Board of Trade. The matters include mergers, monopolies, and restrictive arrangements which are not subject to registration under the Restrictive Trade Practices Act 1956.

The Commission's field of operations has been substantially enlarged under the Monopolies and Mergers Act 1965, which makes provision for the first time for the investigation of mergers (including press mergers), and of restrictive arrangements and monopolies in the supply of services.

The Monopolies and Mergers Act provides for the appointment of up to 25 members of the Commission, and for this number to be increased by statutory instrument. The President of the Board of Trade has announced that he will be making new appointments in the autumn.

NEDC investigates rise in manufactured imports

THE RESULTS of an investigation by the National Economic Development Council into the reasons why imports of manufactured goods into the United Kingdom have more than trebled in value in the past 10 years was published on September 10. ('Imported manufactures: An Inquiry into Competitiveness', HM Stationery Office, price 3s. 6d., by post). The object of the study has been to find out the reasons for the increases in imports of manufactures and to use this work as a way of identifying and initiating action to improve the international competitiveness of British industries. It was thought that the reasons given by British customers for buying imported products would throw light on the factors influencing the competitiveness of our exports.

Following is a summary of the report issued by NEDC:

How evidence was collected

Evidence on the reasons for the rapid increase in imports of manufactures has been collected through the Economic Development Committees; in the form of memoranda from trade associations; through discussions with other representatives of industry or of other groups of users or consumers, and in other ways. The study has focused mainly on the views of users and importers, and these form a major part of the report.

Growth of imports of manufactures

Between 1954 and 1964 imports of manufactured goods (including semi-manufactures) into the United Kingdom more than trebled in value and their share in total imports approximately doubled. The ratio of imports of manufactures to exports of manufactures has also doubled. Such imports in 1964 were running at half the level of exports.

Part of the rise in imports of semi-manufactures during the past 10 years reflects a switching from imports of basic materials to semi-manufactures. Over the same period imports of finished manufactures increased at an even faster rate than semi-manufactures: from £166 million in 1954 to £838 million in 1964. In recent years the rise in imports of consumer goods has been particularly fast, and between 1958 and 1964 they trebled in value.

There has been a relatively rapid growth of imports of manufactures in all advanced industrial countries and the trend towards increasing international specialization will tend to produce a continuing rise in United Kingdom imports. The rapid growth of imported manufactures has, however, slowed down the development of the United Kingdom favourable balance of trade in manufactures which is needed to pay for our other imports.

The largest increases in imports of manufactures have been in years in which there has been a sharp upsurge of production and of stockbuilding, coupled with shortages of domestic productive capacity. This was the case in 1955, 1959-60 and 1963-64. These increases have generally not been reversed in subsequent years.

The industrial inquiry

The main part of the study is devoted to an account by the principal industries of the reasons for imports, with conclusions drawn as to the action needed to improve competitiveness with imported products. The main groups of industries covered include chemicals, paper and board, textiles and clothing, iron and steel, engineering, consumer goods and building materials.

The reasons for rising imports

The report presents a variety of reasons for rising imports and concludes that no single reason can be identified as dominant over the whole range of manufactures.

The following points are made on particular reasons for rising imports:

Price differences are important but do not provide the main explanation in the case of machinery, a fast growing category, where differences in performance and design often outweigh price. Prices are of more significance over a wide range of semi-manufactures and consumer goods, but only a relatively minor factor in the capital goods field.

The reduction of the EFTA tariffs made British producers of paper and board vulnerable to products from the Scandinavian countries with natural cost advantages.

Low labour costs of the Asian countries have been important in textiles; but the costs of some British goods in this field have not been competitive with those of other industrial countries.

Increased imports in chemicals have been due to a shortage of capacity, which in some cases has been linked with higher costs, smaller plant sizes, the technical process chosen and raw materials and energy costs. Other industries affected by shortage of capacity are paper and board, man-made fibres, steel, and some building materials.

In consumer goods, the reasons for price differences varied from economies of scale (refrigerators and motor cycles) to larger differences of labour costs (radios and clothing from Hong Kong). Design and quality were also important.

Technical performance is regarded by users as the decisive reason for most imports of mechanical engineering products, electronic capital goods and scientific instruments.

Lack of a positive attitude to marketing which takes the form of following rather than leading the market is blamed for increases in textiles and clothing imports.

Failure to find out what the users want is given as a reason for United Kingdom failure to compete with imported machinery.

Proposals for action

(a) by industry

The suggestions for reducing costs include:

Reform of traditional working methods.

Rationalization and reform of structure to secure the benefits of specialization and economies of scale.

Encouragement of firms to look to a wider market than the United Kingdom alone.

More attention to design and marketing, including enlargement and improvement of the quality and status of the staffs concerned.

The Economic Development Committees in the chemicals, machine tools, mechanical engineering and electronics fields are promoting action by firms to ensure that in these industries special attention is given to research and development into new and improved products, and to the possibilities of producing goods at present imported. Trade associations can also help by analyzing and circulating data on imported products.

The need for research and development is also important in anticipating changes in customers' needs and tastes and technological development to which these give rise. Means suggested include: the maintenance of close contact between producers and customers not only individually but on an industry basis (e.g. manufacturers of textile machinery and textile producers).

(b) by the Government

Several suggestions are put forward by industries for Government action.

Incentives to investment should be reviewed to make them more generally comprehensible.

Industry's willingness to undertake investment sufficient to avoid recurrent capacity shortages will depend heavily, particularly in the most capital-intensive branches, on confidence being established that future economic growth will be a reasonably steady process.

Government purchases and development contracts could be made more use of to stimulate rapid technological development and production.

Public purchasing might be directed towards encouraging standardization in areas where this will reduce costs, and facilitate international competitiveness.

Official statistics should be improved with a view to making possible the easier identification of the nature of imports.

Means might be sought to encourage international companies which sell heavily here to manufacture in this country.

In the field of external policy a number of industries are particularly interested in securing the more effective use of anti-dumping legislation. Since the examination of applications for anti-dumping action takes time, during which serious damage may be inflicted, it is suggested that consideration be given to amending the existing legislation so as to give the Board of Trade wider power to impose provisional anti-dumping duties in appropriate cases. Other suggestions include tariff revisions or quota protection, e.g. in the case of products where it is contended that the United Kingdom tariff is low in relation to rates elsewhere.

Confederation of British Industry launched

'WE BELIEVE that the promotion of the Confederation of British Industry is a great step forward for the management of industry in this country. We believe that there is a tremendous amount that needs doing on all sides in the modernization of industry in Britain.' This statement was made by Sir Maurice Laing, President of the newly formed Confederation of British Industry at a reception in London on September 13 to launch the organization. The CBI has been founded to 'promote the properity of British industry. It combines in a single, democratic and voluntary association the roles previously played by the British Employers Confederation, the Federation of British Industries, and the National Association of British Manufacturers . . . The CBI speaks for its members and fosters their interests by representing their collective views when any aspects of general policy affecting industry – economic, labour, commercial or technical – are being debated and formulated. By providing numerous advisory services, it offers practical assistance to its members in dealing with their problems.'

The governing body of the organization is about 400 strong comprising representatives of member companies – large, medium and small – and representatives of trade associations and employers' federations. It is supported by 27 standing committees, whose officials include:

The Hon. Gordon Palmer, (Huntley & Palmers, Ltd.), chairman, Export Promotion Policy committee; Mr. H. C. I. Rogers, (Imperial Tobacco Co. of Great Britain & Northern Ireland Ltd.), chairman, Technical Legislation Committee; Dr. David Sharp, Technical Director; Dr. J. A. Pope, (Mirrlees National, Ltd.), chairman, Education Committee; Sir Julian Pode, (Steel Company of Wales, Ltd.), chairman, Fuel and Energy Committee; Mr. Douglas Taylor, Labour and Social Affairs Director; Sir Kenneth Allen, (W. H. Allen, Sons & Co.), chairman, Labour and Social Affairs Committee; Sir Cyril Harrison, (English Sewing Cotton Co., Ltd.), chairman, Finance Committee; Mr. John Davies, Director-General; Mr. Peter Tennant, Special Adviser; Mr. John Gough, Secretary and Administrative Director; Sir William Lawson, (Binder, Hamlyn & Co.), chairman, Taxation Committee; Mr. Arthur Shenfield, Economic Director; Mr. Hugh Weeks, (Industrial and Commercial Finance Corporation, Ltd.), chairman, Economic Committee; Mr. John Whitehorn, Overseas Director; Mr. Harry Gray, Regional Director.

Mission to Iran and Afghanistan

A BUSINESSMEN'S MISSION organized by the London Chamber of Commerce is leaving London Airport on October 8 for a three-week visit to Iran and Afghanistan. It is the largest British trade mission to visit Afghanistan.

The 20-strong mission is primarily a selling one and is representative of a wide range of manufactures, including motor vehicles, electrical goods, engineering equipment and consumer goods. The members of the mission will be spending much of their time concentrating on individual contacts in an attempt to improve British exports to an area which is at present largely held by West Germany, the United States and the Soviet Union.

During their nine-day stay in Iran the mission will be talking to Ministers and senior Government officials; they will also have discussions with the Teheran Chamber of Commerce and officials of the PLAN Organization. The mission will spend 10 days in Afghanistan where they will meet leading Government officials and the Afghan Chamber of Commerce.

West European industrialists to meet in London

INDUSTRIAL LEADERS from the Common Market and EFTA countries, whose engineering industries give employment to nine million workers, will meet in London, for the first time, in October, to discuss industrial co-operation. They include 60 presidents and directors of European trade associations who will be guests of the British Electrical and Allied Manufacturers' Association and the British Mechanical Engineering Federation. An official reception is also being held at the Savoy Hotel on October 7, when Mr. Douglas Jay, President of the Board of Trade, will welcome the delegates.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by October 1, 1965.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.02	Trichlorobenzene, mixed isomers, containing not less than 82·5% by weight of 1:2:4-trichlorobenzene.	As in previous column	December 31, 1966	6752
29.14	Chloroacetic acid	As in previous column	November 30, 1965	7111
29.14	Sodium chloroacetate	As in previous column	November 30, 1965	7112
29.15	Ammonium ferric oxalate.	As in previous column	December 31, 1966	6744
29.23	Chlophedianol hydrochloride.	Chlophendianol hydrochloride.	December 31, 1966	6746
29.23	2:6 - Di*ter*tbutyl - 4 - dimethylaminomethylphenol.	4 - Hydroxy - 3, 5 - di-tert-butyl benzyl dimethyl amine.	December 31, 1966	2735
29.35	Tri - 1 - aziridinylphosphine oxide.	As in previous column.	December 31, 1966	6748

Changes in export licensing control

THE BOARD OF TRADE announce that export licensing control is being imposed on the export to all destinations of specialised spares and components for aircraft and aircraft engines.

This change is made by the Export of Goods (Control) 1965 (Amendment) Order 1965 which comes into operation on September 28. Copies of the Order will be obtainable from HM Stationery Office, Kingsway, London, W.C.2, and branches (price 3d., by post 6d.).

Inquiries about the control should be made to the Export Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

Note: The export of aircraft and aircraft engines has been subject to export licensing control for many years. The control has now been extended to cover specialised spares and components.

Official Receiver appointments

THE BOARD OF TRADE announce the following appointments:

Mr. Norman Saddler to be Principal Inspector of Official Receivers attached to the Office of the Inspector-General in Bankruptcy (London).

Mr. Walter Arthur Bishop to be Official Receiver for the Bankruptcy Districts of the County Courts of Leeds, Harrogate and Wakefield. These appointments took effect on September 9.

Mr. John Raymond William Richardson to be an Assistant Official Receiver for the Bankruptcy Districts of the County Courts of Croydon, Guildford, Kingston-on-Thames and Tunbridge Wells. This appointment took effect on September 6, 1965.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2653-6), and not to HM Stationery Office.*

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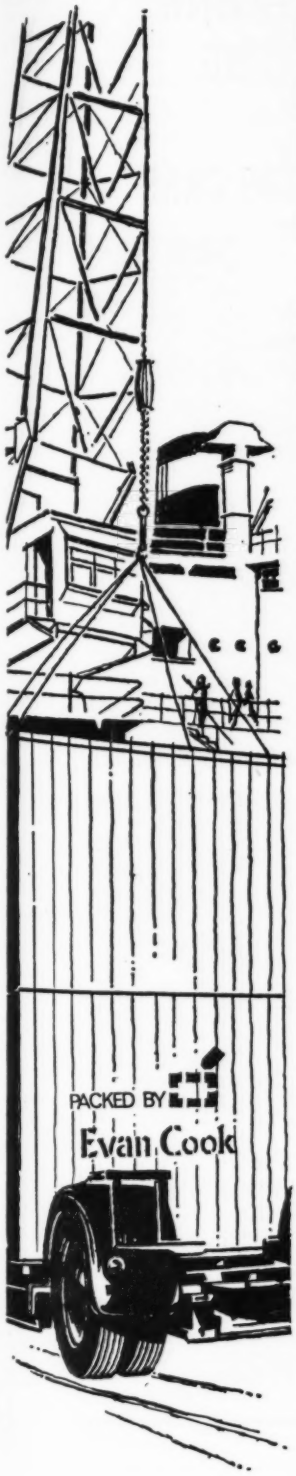

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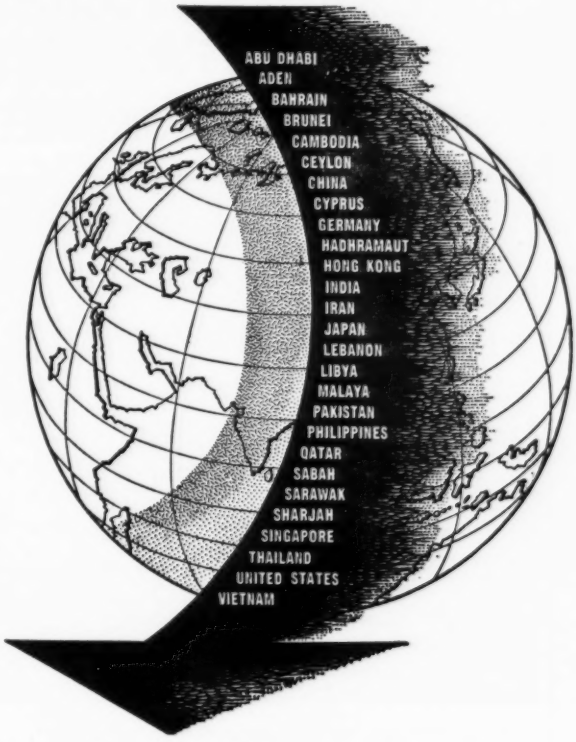

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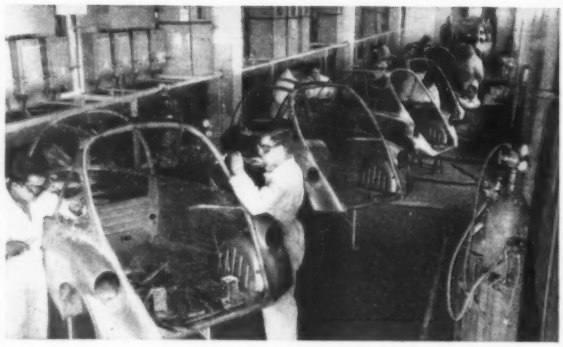

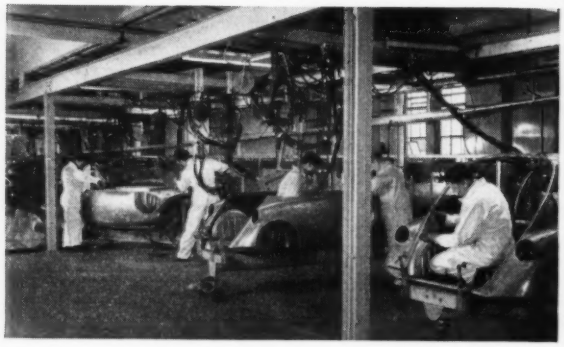

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Smee's

Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPT.)

1965	Stores	Location	Auctioneers
Sept. 22	Miscellaneous stores and equipment	No. 7 Maintenance Unit, Royal Air Force, Quedgeley and Royal Air Force Stations Hullavingtod and Chilmark	Bruton Knowles & Co. (AFD1), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).

The above sale will include:
Petrol electric generating sets and petrol engines, various; miscellaneous vehicle, marine and aircraft spares; vehicle tyres and road wheels; snowploughs; road sweeper; tubular scaffolding; carpenters', fitters' and tinsmiths' tools; micrometers and verniers; winches; grindstones; aircraft coolers; wooden engine cases; gymnasium equipment; school desks; blankets, mattress covers and feather pillows; carpets, rugs and curtains; furniture (including Chesterfield and dining room suites, bureaux, etc., in single lots to suit the private buyer); circular fibre glass containers.

Oct. 12-13	Miscellaneous stores and equipment – mostly furniture in small lots.	Royal Air Force, Yatesbury	Bruton Knowles & Co. (AFD1), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).
Oct. 21	Miscellaneous stores and equipment	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland (AFD1), 65 Coventry Street, Kidderminster. (Tel. Kidderminster 2053 and 4211).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the Auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*).

Polebrook Airfield – Sale of Buildings. *Description*: Approximately 9-129 acres of land with 1 'J' type and 2 T.2 type Hangars *in situ*, total floor area about 116-400 square feet. Suitable for agricultural storage and distribution. *Location*: Former R.A.F. Station, Polebrook. 10 miles from Peterborough, 3 miles from Oundle, Northants. Sale by auction Angel Hotel, Peterborough on **Wednesday, September 29, 1965 at 3 p.m.** *Auctioneers*: Norman Wright & Partners, 26 Priestgate, Peterborough (Tel. 67361), from whom detailed particulars and plan can be obtained.

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1965	Stores	Location	Auctioneers
Sept. 22	Land Rovers '86' and '88' Series, Austin 'Champs', Austin, Morris, Ford and Bedford cargo trucks, Daimler scout cars, Ford 3-ton tractor, Bedford 3-ton fire tender, Morris 1-ton water carrier (200 gallons), BSA 500 cc motor cycles, Standard Vanguard saloons.	Command Vehicle Park, Long Kesh Aerodrome, Lower Maze, Hillsborough, Co. Down, N. Ireland.	Osborne, King & Megran (Dept. L), 14 Montgomery Street, Belfast. (Tel. Belfast 20233).
Oct. 5	Passenger, load-carrying and dual-purpose vehicles including Rolls-Royce and Austin Princess limousines, Ford and Morris saloons, Land Rovers, Austin 'Champs', Bedford coaches, AEC, Austin, Bedford, Leyland, Scammell heavy duty trucks, tractors and breakdown vehicles, low loading, tank transporting and other trailers (10 cwts. to 40 tons), mobile tankers (100 to 2,500 gallons), Priestman, Ransomes & Rapier, Ruston Bucyrus excavators, Allis, Chalmers tractors, angledozers and bulldozers, Coles, Jones, Le Tourneau, Neals, Ransomes & Rapier mobile cranes, Aveling, Barford, Blaw Knox, Fowler plant ancillaries and spares.	Ordnance Storage and Disposal Depot, Ruddington, Nr. Nottingham.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).

Catalogues for the sales shown may be obtained from the appropriate auctioneers 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,984	—	15,988	15,258	15,258	9,074	3,478	922	688	591	1,205				
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	112	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	113	115	127	123	113	100	128	119	131	141	124	+ 76	+ 33	+22	+14
1963	118	119	134	129	118	103	132	108	140	146	133	+177	+ 89	+29	+55
1964	124	128	144	138	123	106	153	121	164	184	153	+482	+332	+44	+47
1963															
4th quarter	122	124	138	132	120	105	142	109	151	168	145	+121	+ 61	+23	+35
1964															
1st quarter	123	127	141	136	123	105	148	116	156	176	152	+ 87	+ 79	+ 2	+ 3
2nd quarter	123	128	142	136	121	105	151	121	155	184	149	+164	+126	+ 5	+12
3rd quarter	124	128	145	139	123	106	155	121	169	188	153	+123	+ 77	+ 6	+17
4th quarter	126	130	147	141	124	107	160	128	174	186	158	+108	+ 50	+31	+15
1965															
1st quarter	128	132	150	145	126	108	160	138	162	187	161	+ 52	+ 49	—11	+11
2nd quarter		131*				106		131*	163*				+ 71*	—15*	+ 6
1965															
January	..	133	..	..	..	108	..	..	..	..	..	..	..	..	..
February	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
March	..	131	..	..	..	109	..	..	..	..	..	..	..	..	..
April	..	131*	..	..	..	107	..	..	..	..	..	..	..	..	..
May	..	132*	..	..	..	107	..	..	..	..	..	..	..	..	..
June	..	131*	..	..	..	105	..	..	..	..	..	..	..	..	..
July	..	..	..	..	..	107	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,836	3,250	
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—275
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	119	117	— 22
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	121	120	+ 90
1963	135	117	121·7	+2·0	104·5	121·4	141·3	502	+ 83	..	144	— 5	..	130	130	+ 96
1964	161	124	125·7	+3·3	108·6	124·7	148·5	362	—140	..	221	+77	..	149	136	—374
1963																
4th quarter	136	117	122·1	+2·1	106·1	121·8	143·3	450	+ 22	+50	157	Nil	—34	137	133	— 1
1964																
1st quarter	141	121	123·2	+1·5	107·9	123·2	146·0	445	— 5	+42	182	+25	— 5	146	135	— 77
2nd quarter	148	124	125·5	+2·8	107·8	124·2	147·7	355	— 90	—58	230	+48	+33	148	135	—102
3rd quarter	153	113	126·5	+4·3	108·6	125·0	149·4	311	— 44	—34	242	+12	+ 6	148	134	—110
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	336	+ 25	+50	228	—14	—34	149	139	— 85
1965																
1st quarter	169*	121	128·8	+4·5	109·7	128·3	153·6	353	+ 17	+42	233	+ 5	— 5	143	141	+ 6
2nd quarter	169*	127*	132·0	+5·2	111·0*	129·0*	155·8	293	— 60	—58	288	+55	+33	152	141	
1965																
January	165*	123	128·7	+4·6	109·2	127·9	153·4	363	+ 26	+41	221	— 1	— 1	145	136	..
February	166*	122	128·7	+4·5	109·8	128·3	153·6	356	— 7	+ 2	229	+ 8	+ 6	138	144	..
March	169*	121	129·1	+4·4	110·0	128·8	154·5	341	— 15	—19	249	+20	+10	147	143	..
April	167*	123*	131·6	+5·5	110·9	128·9	155·3	313	— 28	—20	274	+25	+14	149	143	..
May	167*	123*	132·1	+5·1	111·3	129·2	156·0	297	— 16	—23	287	+13	+ 9	157	140	
June	169*	127*	132·4	+4·9	110·7*	129·3*	156·7	268	— 29	—33	302	+15	+13	148	139	
July		126*	132·4	+4·9	110·4*	129·5*	158·9	264	— 4	—15	296	— 6	+ 3	152	154	
August					110·3*	129·6*		279	+ 15	+10	282	—14	— 9	156*	144*	

† Not seasonally adjusted. * Provisional.

United Kingdom trade in August

Summary

EXPORTS IN AUGUST, though lower than the record figure for July, were above the average for the year so far. It seems likely that the underlying trend in recent months has been upward. Imports were high in August, but an exceptionally large rise in food imports more than accounts for the increase over July. In the last three months imports have been little higher than the average of the preceding three months. The trade deficit over the first eight months of this year has averaged little more than half the average rate of last year, but in the last three months has increased.

Trade Balance

The trade deficit in August was £52 million, seasonally adjusted. The adverse balance in July, now estimated at £5 million, was exceptionally small. Over the last three months the deficit has averaged £30 million a month (compared with £50 million a month in the same period last year) and in the first eight months of 1965 £27 million a month, compared with £46 million a month in 1964.

Exports

Exports in August were £391 million, seasonally adjusted. There is always uncertainty in month to month movements; there is additionally, at the present time, the effect of the change of date of August Bank Holiday on holiday patterns, and hence on the monthly figures during the summer, which cannot be assessed. The average for the three months June to August of £395 million is 2½ per cent higher than the average for the previous three months and 8 per cent more than the same months of 1964. These latest figures lend confirmation to the suggestion in last month's results that the recent trend has been upwards. So far this year the value of exports has been at a rate rather more than 5 per cent above the monthly average for 1964 and 6 per cent higher than in the first eight months of last year.

North America continues as the most buoyant market for United Kingdom exports. Canada as well as the United States shared in the increase. Exports to the overseas sterling area in June-August have been erratic and on average a little below the peak reached earlier this year, though with the New Zealand market showing a high rate of increase. Exports to Europe seem to have flattened out in recent months despite increases to the buoyant German market. Latin American and Eastern European markets have been showing little growth, but exports to other countries in June-August were higher than in the preceding three months.

Machinery has been an important contributor to the increase in our exports, and exports of transport equipment and of metals and metal manufactures have been running at a higher level. Chemical exports seem to have levelled out after rising in the early months of this year and exports of textiles seem to have turned down slightly.

Imports

Imports in August increased to £500 million, seasonally adjusted. Food imports, which tend to fluctuate erratically from month to month, were exceptionally high in August, rising by £19 million, seasonally adjusted. In the three months June-August, total imports averaged £486 million a month, not quite 1 per cent more than in the preceding three months. In the first eight months of this year the average value of imports has been slightly higher than the average for the year 1964, and not quite 1 per cent more than in the first eight months of last year.

The main rise in imports in the latest three months (compared with the preceding three months) has been in finished manufactures, in chemicals and in all three sectors of the food, drink and tobacco category. Against this, there were slight decreases in the other main categories of imports – fuels, basic materials and semi-manufactures other than chemicals. Among manufactured goods, higher imports of machinery and transport equipment accounted for most of the recent increase but imports of clothing and other manufactures were also higher.

A large share of the increase in imports in recent months has come from the United States. There have also been smaller increases in imports from most other main sources except Latin America and Canada, which have shown moderate decreases during this year.

TABLE 1 (A)
TOTALS
Seasonally adjusted values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade balance
1964. . . .	368	475	13	—46
1964 1st quarter .	367	469	12	—42
2nd quarter .	365	477	13	—48
3rd quarter .	363	476	14	—52
4th quarter .	377	478	13	—42
1965 1st quarter .	383	458	13	—13
2nd quarter .	381	485	13	—40*
1965 February . .	390	440	14	+10
March . .	388	469	13	—18
April . .	387	477	13	—30*
May . . .	379	501	13	—56*
June . . .	376	472	14	—34*
July . . .	418	485	17	— 5*
August* . .	391	500	15	—52*
1965 March-May .	385	482	13	—35*
June-August* .	395	486	15	—30*

* Provisional estimates.

TABLE 1 (B)
TOTALS
Recorded values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1964 1st quarter . .	371·4	474·4	12·8
2nd quarter . .	377·5	480·8	13·1
3rd quarter . .	338·7	460·4	12·0
4th quarter . .	383·2	484·9	13·3
1965 1st quarter . .	373·9	464·8	13·6
2nd quarter . .	401·7	487·0	14·0
1965 July . . .	419·4	495·3	15·6
August* . .	355·5	452·9	12·8

* Provisional estimates.

Notes:

A copy of the complete article on United Kingdom Trade in August (i.e. with further tables and charts) will appear in next week's *Board of Trade Journal* dated September 24.

Trade Balance

The figures for the trade balance are on a balance of payments basis and are estimates and are liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap', which being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments for example, in allowance for goods not covered by the Trade Accounts.

EFTA INFORMATION CENTRE

*The Board of Trade maintains an EFTA Information Centre to disseminate information about European Free Trade Association activities and to deal with general inquiries and advise on sources of more detailed information. Inquirers interested in any aspect of EFTA who do not know where to begin seeking information are invited to contact the EFTA Information Centre, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.*1. (*Tel. Abbey* 7877, *Ext.* 2479/2480).

Balance of payments of the UK in 1964

ON THE BALANCE of current and long-term capital accounts the United Kingdom had a deficit of £756 million last year. The balance of monetary movements was adverse by £721 million and there was a positive balancing item of £35 million. Official financing in the form of Central Bank assistance, the bilateral credit from Switzerland, the IMF drawing, and the fall in the reserves totalled £695 million. Other monetary movements included a fall in sterling balances (net external liabilities in sterling) of £150 million but a rise of £136 million in net deposits of foreign currencies (net liabilities in non-sterling currencies).

Current account

On current account, the revised estimate is that the deficit last year was £412 million, compared with a surplus of £105 million in 1963. The deterioration on current account was mainly on visible trade, which showed a deficit of £534 million in 1964 compared with £79 million in 1963. Imports rose by nearly 15 per cent from £4,366 million in 1965 to £5,005 million in 1964, whilst exports and re-exports rose by some 4 per cent from £4,287 million in 1963 to £4,471 million in 1964. Net earnings on invisibles are now estimated to have fallen from £184 million in 1963 to £122 million in 1964. Government overseas expenditure and expenditure on shipping services and travel rose appreciably, but there were increases in net earnings from 'other services' and interest, profit and dividends – the last-named benefiting from the postponement of £32 million interest on the North American loans.

Long-term capital account

On long-term capital account the net outflow was £344 million in 1964 compared with £162 million in 1963. The net outflow of official long-term capital, which included repayment of the 1961 Swiss loan of £18 million, increased by £11 million to £116 million in 1964, despite the fact that £30 million of capital repayments due in 1964 on the North American loans were deferred. Most of the increased net outflow was thus on private investment account, which rose from £57 million in 1963 to £228 million in 1964. An increased net outflow of investment by the oil industry (included in 'other private investment') accounted for a large part of this rise. The balance of inward and outward portfolio investment transactions changed from a net inflow of £15 million in 1963 to a net outflow of £43 million in 1964.

Revisions

Information which has recently become available has led to some revisions to the provisional figures for the United Kingdom balance of payments 1964 published earlier, and to the figures for earlier years. The revisions have relatively little effect on the balance of current and long-term capital accounts in 1964 (previously estimated at a deficit of £745 million). The previous estimates of the deficit in 1964 on visible trade and on long-term capital transactions have been somewhat reduced, but the previous estimate of the surplus on invisible transactions has also been reduced in the light of later and more complete information. Changes include revisions to the estimates for travel, and a reduction in the net surplus on interest, profits and dividends attributable mainly to an increase in the estimates of interest paid on sterling balances.

Tables relating to United Kingdom balance of payments with revised estimates for the years 1954 to 1964 are contained in the publication 'United Kingdom Balance of Payments 1965' prepared by the Central Statistical Office, published on September 7 by HM Stationery Office, price 8s. 6d.

This is the third in annual series and contains a new section giving estimates of the balance of payments of the overseas sterling area and the sterling area as a whole for the years 1958-64.

National income and expenditure, 1965

THE *National Income Blue Book for* 1965, prepared by the Central Statistical Office and published on September 9 (HM Stationery Office, price 6s. 6d.), gives details of national income and expenditure for each of the 11 years 1954 to 1964. In addition, the main summary tables cover the years 1938 and 1946 to 1953 and give series as far as possible on a consistent basis for 1938 and all the post-war years.

Preliminary estimates for 1964 and for the years since 1958 were published in April in a White Paper (Cmnd. 2629). The Blue Book greatly expands the information given there. More detailed balance of payments information has already been published in *United Kingdom Balance of Payments* 1965 (HM Stationery Office, price 8s. 6d.). As in previous years, later information and changes in statistical sources and methods have led to revisions in a number of figures previously published. These revisions have not substantially altered the estimates of the latest changes in the main aggregates.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HM Stationery Office, PO Box 569, London, S.E.1:

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Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday September 10, 1965.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's Name
			BRITISH		
Look at Life Series 27: *Why Drown Yourself?*	Br/E 30632	8	September 6	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Wonderful Austria	Br/E 30643	20	September 7	Columbia Pictures Corp. Ltd.	Film Services (London) Ltd.
One Man Band	Br/E 30645	11	September 9	Romulus Films Ltd.	Bob Godfrey Films Ltd.
Movietone News 1891A	Br/E 30390	9	September 10	Twentieth Century-Fox Film Co. Ltd.	British Movietonenews Ltd.
Movietone News 1892	Br/E 30391	7	September 10	" "	" "
Pathe News 65-72	Br/E 30470	8	September 10	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 65-73	Br/E 30471	8	September 10	" "	" "
			FOREIGN		
Dingaka	F 30633	97	September 7	Paramount Film Service Ltd.	Joseph E. Levine, c/o Paramount Pictures Corp.
Miss Smile	F 30634	10	September 7	" "	Paramount Pictures Corp.
A Hair Raising Tale	F 30635	7	September 7	" "	" "
Snow Fun	F 30636	8	September 7	" "	" "
Inferior Decorator	F 30637	7	September 7	" "	" "
Leak in the Dike	F 30638	6	September 7	" "	" "
Hell Drivers	F 30639	10	September 7	" "	" "
Cue Master	F 30640	9	September 7	" "	" "
Horning In	F 30641	7	September 7	" "	" "
A Tiger's Tail	F 30642	7	September 7	" "	" "
How to Murder Your Wife	F 30644	118	September 7	United Artists Corp. Ltd.	Murder Incorporated, Hollywood.
Chagall	F 30646	25	September 9	Romulus Films Ltd.	Flag Films, Paris.

New companies registered in August

BELOW ARE details of new companies registered in Great Britain during August 1965 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	—	1,471	1,471
£1,000 and under £10,000	—	695	695
£10,000 and under £50,000	1	98	99
£50,000 and under £100,000	—	4	4
£100,000 and under £1,000,000	—	7	7
£1,000,000 and above	—		
Total number	1	2,275	2,276
Total amount of Nominal Capital	'000's £20	'000's £3,845	'000's £3,865

	Companies Registered in Great Britain in 1964-1965			
	1964		1965	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	4,035	9,654	3,127	8,031
February	3,662	29,939	3,281	9,615
March	5,006	16,654	4,721	17,718
April	4,636	10,757	3,636	9,893
May	3,994	9,905	3,306	6,547
June	3,819	11,746	2,673	5,568
July	3,495	15,857	2,553	4,329
August	3,518	10,370	2,276	3,865
September	3,739	11,366		
October	4,121	11,415		
November	4,014	8,722		
December	3,778	12,127		
Total	47,817	158,512		

Retailers' stocks in July

STOCKS HELD by retailers at the end of July were 9 per cent higher than at the end of July 1964, an increase much in line with recent increases as compared with a year earlier. In volume terms, retailers' stocks were 7 per cent higher at the end of July than a year earlier. Retail sales in July were respectively 6 per cent and 2 per cent higher, in value and volume, than in July 1964, and it would still appear that retailers have been continuing to increase their stocks in relation to their sales as compared with the position a year earlier.

Estimates of changes in total retail stocks.

(At cost at end of month). Index numbers (end 1960=100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
	(a) At current prices.											
1960.	94	99	102	103	105	104	99	98	102	109	113	100
1961.	98	102	107	109	110	111	108	107	110	117	122	106
1962.	103	106	112	113	116	112	110	110	112	121	127	111
1963.	106	109	116	117	119	116	113	113	114	125	134	117
1964.	115	117	123	125	125	124	118	122	125	133	143	126
1965.	121	124	133	134	136	133	129					
1961.	+5	+4	+4	+5	+5	+6	+8	+9	+7	+7	+8	+6
1962.	+5	+3	+5	+4	+5	+1	+3	+3	+2	+4	+5	+4
1963.	+3	+3	+4	+3	+3	+3	+2	+3	+2	+4	+5	+6
1964.	+9	+7	+5	+7	+5	+7	+4	+9	+9	+6	+6	+8
1965.	+5	+6	+9	+8	+9	+8	+9					
	(b) At constant (Dec. 1960) prices.											
1960.	95	100	103	105	106	105	100	99	102	109	113	100
1961.	98	102	106	107	109	109	106	104	107	113	118	103
1962.	100	102	108	109	110	107	105	104	106	114	120	104
1963.	100	103	110	110	112	110	107	106	108	118	126	110
1964.	108	109	114	116	115	114	109	113	115	122	131	115
1965.	110	112	121	121	123	120	116					
1961.	+3	+2	+2	+3	+2	+4	+6	+6	+4	+4	+4	+3
1962.	+1	Nil	+2	+2	+2	—2	—2	—1	—1	+1	+2	+1
1963.	+1	+1	+1	+1	+1	+3	+2	+3	+2	+3	+5	+5
1964.	+8	+6	+4	+5	+3	+4	+2	+6	+6	+4	+4	+4
1965.	+2	+3	+6	+5	+7	+5	+7					

(A description of the basis and construction of the retail sales estimates, which also applies to this series, was given in the *Board of Trade Journal* of February 12, 1965.)

Sales by wholesale textile houses in July

SALES BY WHOLESALE textile houses in July showed no increase on a year earlier, compared with a decrease of 4 per cent in June and an increase of 6 per cent in May.

The value of stocks at the end of July was 1 per cent higher than a year earlier.

Notes:

These statistics are prepared by The Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4. (Tel. City 4444).

Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of Sales (Total Home Trade)		Value of Stocks (at end period) (b)	
		%		%
1963 Year	108	+ 3	..	..
1964 Year	112	+ 4	..	..
1964 1st quarter	100	+ 9	145	+4
2nd quarter	101	+ 3	135	+6
3rd quarter	111	+ 4	153	+7
4th quarter	138	+ 1	124	+5
1965 1st quarter	99	— 1	150	+4
2nd quarter	103	+ 2	137	+2
1964 July	79	+ 2	142	+5
August	97	+ 4	155	+6
September	156	+ 5	153	+7
October	156	— 1	135	+5
November	136	+ 3	133	+4
December	121	Nil	124	+5
1965 January	69	—10	129	+4
February	90	— 6	148	+6
March	137	+ 9	150	+4
April	111	+ 2	143	+3
May	104	+ 6	144	+3
June	93	— 4	137	+2
July	79	Nil	143	+1

Percentage of corresponding values for 1964.

Analysis by Department

	Sales		Stocks (b)
	July 1965	January 1 to July 31	July 1965
Women's knitted outerwear, blouses and skirts	114·7	108·9	115·8
Women's coats, costumes, furs and raincoats	107·7	98·1	88·8
Women's underwear	96·6	98·5	100·8
Women's hose and children's socks	85·3	87·4	100·3
Women's millinery	90·0	105·4	92·3
Haberdashery, ribbons and wool	119·1	102·3	80·0
Children's wear	98·1	101·9	100·4
Men's and boys' shirts, pyjamas and outfitting	98·1	94·7	102·2
Gloves	108·8	92·8	111·4
Piece-goods and nets	120·9	111·3	99·0
Household textiles	96·0	97·1	106·1
Floor-coverings, furniture and hardware	91·7	97·0	106·0
Grand total (a)	99·9	100·2	101·1

Notes: (a) Including some items not included among the sub-headings. (b) Values at cost.

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Wholesale Price Indices in August

Slower rise in output prices

OUTPUT PRICES in recent months have been rising more slowly than early in the year. The wholesale price index of all manufactured products sold on the home market was unchanged in August and the July-August average was only a little above the second quarter level. Between the fourth quarter last year and the second quarter this there had been a rise of 3½ per cent. In the food manufacturing industries output prices in recent months have fallen back further but the index for the non-food sector continues to rise slowly.

There has been a small decline, month by month, in materials prices since May of this year. The fall in food material prices began earlier, in January, and has been sizeable, but in the non-food sector, too, materials prices have now fallen a little in each of the past three months.

Materials and fuel used in broad sectors of industry

The only broad sector of manufacturing industry to show any increase in materials prices in August was mechanical engineering where the index showed a slight rise. The index number for the textile sector was fractionally lower whilst that for the chemical sector reflected the lower prices of nuts and oils. The remaining sectors were unchanged.

The index numbers for construction materials and for house building materials again showed moderate increases.

Output of broad sectors of industry

The index numbers for the chemicals and paper sectors in August were unchanged for the fourth successive month and those for the iron and steel and clothing sectors were also unchanged. A marginal rise occurred, however, in the textile sector and the provisional index for the timber industries showed a further increase.

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1. Materials purchased by broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1964			1965		1964	1965							
		2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	Aug.	Jan.	Feb.	Mar.	April	May	June	July	Aug.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	106·1	107·0	108·2	107·7	107·6*	107·1	107·7	107·6	107·7	108·0	107·6	107·2*	106·8*	106·7*
	Basic materials	101·9	102·9	104·3	103·3	103·2*	103·0	103·4	103·2	103·3	103·0	103·3	102·8	102·4*	102·2*
	Fuel	138·1	138·1	138·4	141·2	141·1*	138·3	140·8	141·4	141·4	141·4	140·9	140·9*	140·9*	141·0*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	107·8	108·6	109·9	109·7	110·9*	108·6	109·2	109·8	110·0	110·9	111·3	110·7*	110·4*	110·3*
	Basic materials other than fuel	102·5	103·5	104·9	104·2	105·7*	103·4	103·7	104·2	104·5	105·5	106·1	105·4*	105·1*	104·9*
211 to 229	Materials and fuel used in the food manufacturing industries.	102·3	103·7	105·4	104·8	101·8*	104·0	105·7	104·6	104·1	103·4	101·6	100·3*	100·6*	100·4*
263 to 277	Materials and fuel used in the chemicals and allied industries.††	110·4	111·7	113·2	114·8	116·7*	111·7	113·3	114·8	116·2	116·6	116·9	116·6*	116·4*	115·4*
331 to 349 (excluding 342) 361	Materials and fuel used in the mechanical engineering industries.	134·7	135·5	137·7	138·6	140·3*	135·5	138·1	138·7	139·0	139·9	140·6	140·6*	140·2*	140·5*
	Materials and fuel used in the electrical machinery industry.	124·2	125·2	127·8	128·9	130·8*	125·2	128·7	128·9	129·3	130·0	131·1	131·2*	130·9*	130·9*
Order X	Materials and fuel used in the textile industries	99·2	97·8	95·6	93·6	93·8*	98·3	93·8	94·0	93·0	93·8	94·0	93·6*	94·6*	94·5*
Order XIV	Materials and fuel used in the timber industries	114·5	115·3	117·4	119·4	119·8*	115·2	119·2	119·5	119·5	119·7	119·9	119·9*	120·3*	120·3*
Order XV	Materials and fuel used in the paper industries	109·9	110·1	111·4	114·9	115·0*	110·2	114·6	115·0	115·0	115·0	114·9	115·0*	115·4*	115·4*
Order XVII	Construction materials	125·4	126·1	127·6	128·8	130·2*	126·1	128·4	128·9	129·2	130·2	130·3	130·2*	130·7*	130·5*
Part of Order XVI	House building materials	125·9	126·5	128·2	129·8	131·4*	126·5	129·4	129·9	130·1	131·2	131·5	131·6*	131·9*	132·1*

*Provisional figure.

2. Output of broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1964			1965		1964	1965							
		2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	Aug.	Jan.	Feb.	Mar.	April	May	June	July	Aug.
Orders III to XVI	All manufactured products: Total sales	122·9	123·9	124·9	126·5	128·3*	§123·9	126·1	126·4	126·9	128·0	128·5	128·6*	128·7*	128·7*
	Home market sales	123·5	124·7	125·8	127·5	129·8*	§124·7	127·1	127·5	127·9	129·4	129·9	129·9*	130·0*	130·0*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	123·2	124·1	125·1	126·9	127·7*	§124·0	126·5	126·9	127·4	127·4	127·8	127·9*	128·1*	128·1*
	Home market sales	124·2	125·0	126·3	128·3	129·1*	§124·9	127·9	128·3	128·8	128·9	129·2	129·3*	129·5*	129·6*
211 to 229	Products of the food manufacturing industries: Home market sales	117·2	118·2	119·5	120·8	120·2*	118·4	120·6	120·8	121·1	120·5	120·2	119·8*	119·8*	119·5*
263 to 277	Chemicals and allied industries:†† Total sales	105·1	105·6	106·5	107·9	108·3*	105·5	107·4	108·1	108·3	108·3	108·3	108·3*	108·4*	108·4*
	Home market sales	106·5	107·1	108·1	109·4	109·8*	107·1	108·9	109·5	109·7	109·7	109·8	109·8*	109·8*	109·8*
311 and 312	Iron and steel industries: Total sales	129·1	129·5	129·8	130·2	131·7	129·5	130·0	130·2	130·5	131·4	131·8	131·8	132·1*	132·1*
	†Home market sales	134·2	134·3	134·6	135·3	136·7	134·4	135·1	135·4	135·4	136·4	136·9	136·9	137·2*	137·2*
Order X	Textile industries other than clothing: Total sales	109·9	110·5	111·3	111·4	111·7*	110·5	111·6	111·4	111·4	111·7	112·0	111·5*	111·3*	111·5*
	Home market sales	107·5	108·3	109·0	109·4	109·7*	108·3	109·5	109·4	109·4	109·7	110·1	109·5*	109·8*	110·1*
Order XII	Clothing and footwear: Home market sales	112·3	112·9	113·1	114·1	115·1*	112·9	113·8	114·2	114·3	114·7	115·2	115·3*	115·6*	115·6*
Order XIV	Timber industries: Home market sales	116·8	117·5	119·0	121·1	121·7*	117·3	120·8	121·0	121·4	121·4	121·8	122·0*	122·4*	123·1*
481 to 483	Paper industries: Home market sales	113·9	114·3	115·4	118·3	118·7	114·3	117·8	118·5	118·6	118·6	118·7	118·7	118·7*	118·7*
Order XVII	New construction‡	128	129	131	132	133*				132			133*		

* Provisional figure. † The index for Blast Furnaces and Iron and Steel Melting and Rolling: Home Market Sales (Minimum List Headings 40, 41 of the 1948 Standard Industrial Classification) has been discontinued. An equivalent index is published in Table (3) (a) of this article under the title 'Other steel goods (excluding tubes)'. ‡ Index of building costs figures relate to average for the quarter. § Revised figure. ††Revised figures from January 1965.

(*Tables continued on following pages*)

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WHOLESALE PRICE INDICES, *continued*

3 (a). Commodities produced in the United Kingdom—1954=100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 19, 1965. (monthly averages)

	1964	1965			
	Aug.	Feb.	June	July	Aug.
Coal†	153·6	158·9	152·1	152·1*	152·1*
Slates	172·5	172·5	183·9	183·9	183·9
Salt	110·7	111·0	110·7	110·7	110·7*
Flour	119·3	119·3	117·3	117·3	117·3
Sugar, refined	133·6	126·6	111·3	111·3	109·4
Chocolate and sugar confectionery	108·0	110·9	111·1	111·1	111·2*
Beer	117·3	118·3	127·0	127·0*	127·0*
Tobacco and cigarettes	138·4	139·3	154·6	154·6	154·6
Hard coke	164·0	177·0	177·0	177·0	177·0
Motor spirit, standard grade (including duty)	109·4	122·7	122·7	122·7	122·7
Medium fuel oil (950 secs.)	138·9	138·9	138·9	138·9	138·9
Lubricating oils and greases	129·5	128·9	128·9	128·9	128·9
General chemicals	100·4	100·5	100·8	100·9*	100·9*
Pharmaceutical chemicals	66·0	64·0	64·1	64·1*	64·1*
Pharmaceutical preparations	99·4	100·6	101·6	101·6*	101·6*
Toilet preparations	132·9	138·2	142·1	142·1	142·1*
Paint for building and decorating	115·8	115·9	116·3	116·3*	116·3*
Soap	141·8	151·1	156·2	155·5*	155·5*
Soapless detergents	103·9	106·4	106·4	106·4*	106·4*
Synthetic resins and plastic materials	76·3	74·8	74·8	74·9*	74·9*
Steel sheets	134·2	134·2	135·6	135·5	135·4
Tinplate	120·3	127·0	125·3	127·2	127·2
Other steel goods (excluding tubes)	133·8	134·7	136·5	136·5*	136·6*
Steel tubes	141·2	141·1	142·5	144·3	144·3*
Iron castings	145·8	147·7	149·5	149·4*	149·6*
Aluminium and aluminium alloy products:					
Extruded and drawn	142·2	145·2	145·2	145·2	145·2
Rolled	132·9	136·3	136·3	136·3	136·3
Castings	139·5	144·1	144·1	144·1	144·1
Forgings	135·6	138·3	138·3	138·3	138·3*
Brass, ingot 65-35, B.S. 1400: B3, delivered	125·5	131·0	138·7	134·7	140·8
Photographic paper and films, etc.	125·5	126·0	126·0	126·0	126·0*
Spectacles, etc.	125·8	130·2	130·2	130·2	140·2
Dental goods	137·2	137·9	141·3	142·0	142·3
Gramophone records	138·5	138·5	138·5	138·5*	138·5*
Domestic electrical appliances	101·2	101·4	101·9	101·9*	101·6*
Perambulators, etc.	124·5	128·0	128·0	128·0	128·0*
Tools and implements	144·2	149·3	151·4	151·4	151·4*

	1964	1965			
	Aug.	Feb.	June	July	Aug.
Cutlery	132·1	134·8	136·1	136·1*	136·1*
Cutlery (other than razors and razor blades)	132·8	136·5	140·3	140·3	140·3*
Spoons and forks	148·9	153·4	156·6	157·8	157·8*
Galvanized cisterns, tanks and cylinders	163·3	163·3	163·3	163·3	163·3
Domestic hollow-ware	147·7	156·5	156·6	158·0	158·0*
Domestic gas appliances	112·2	112·2	113·2	113·2	113·2*
Cotton yarn	96·1	97·8	97·9	98·2	98·2*
Spun rayon yarn	105·7	107·8	107·4	108·3	108·3*
Irish linen yarns (wetspun)	134·5	132·1	126·3	126·3	122·5*
Cotton cloth	102·1	105·3	106·0	106·3	106·3*
Linen	127·8	130·9	130·9	130·9	130·9*
Rayon and acetate fabric	117·4	119·3	119·8	120·9*	120·9*
Wool tops	90·2	79·8	77·9	79·9	81·1
Worsted yarns	98·2	91·6	90·7	92·1	93·1
Harris tweed	108·3	108·3	108·3	108·3	108·3
Serge cloth	101·1	98·2	93·3	98·2	99·2
Jute yarn	112·7	125·4	128·9	126·5	126·5*
Jute piece-goods	117·2	127·8	132·1	132·1	129·6
Rope, twine and net	128·9	123·2	122·1	122·1	122·1*
Hosiery and other knitted goods	99·1	100·8	101·2	101·7*	101·3*
Carpets and rugs	127·4	127·8	127·8	127·8*	127·8*
Canvas goods and sacks	99·0	105·2	110·6	109·0*	111·7*
Leather for footwear	105·6	108·5	110·8	110·8*	110·8*
Travel goods	125·4	128·3	127·8	127·8	127·8
Made-up clothing	112·1	113·4	114·7	115·1*	115·1*
Weatherproof outerwear	102·8	104·6	104·6	104·7*	104·7*
Men's and boys' tailored outerwear	113·8	114·7	117·7	117·8*	117·8*
Women's and girls' tailored outerwear	110·4	110·9	111·8	111·6*	111·6*
Women's and girls' light outerwear	110·3	111·9	112·6	113·3*	113·3*
Footwear (excluding rubber)	113·5	114·8	114·9	114·9*	115·0
Refractory goods, including bricks	145·4	149·8	149·8	149·8	149·8
Non-refractory goods, including bricks	129·8	131·4	134·9	134·9*	134·9*
Building bricks, common, other than fletton, *ex works*.	133·2	137·4	147·2	147·2*	147·2*
Building bricks, fletton common, *delivered*.	119·3	119·3	119·3	119·3	119·3
Electrical porcelain	128·4	132·8	132·8	132·8	132·8
Domestic china and earthenware	142·0	142·7	148·1	148·1*	148·1*
Glass (other than containers)	133·8	135·2	136·5	136·9	137·0*
Glass containers	123·4	124·3	130·7	130·7	130·7

* Provisional figure. † This index is based on prices ruling on the last day of the month.

(*Continued on next page*)

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3 (a). (*Continued*). Commodities produced in the United Kingdom—1954=100

(monthly averages)

	1964	1965			
	Aug.	Feb.	June	July	Aug.
Cement, delivered	124·5	124·5	124·5	127·6	131·0
Abrasive paper and cloth	128·7	132·1	132·1	132·1*	132·1*
Cast stone and cast concrete products	112·4	117·5	118·1	118·1*	118·1*
Home-grown hardwood	103·6	104·9	106·5	107·1	108·0*
Domestic furniture	119·8	122·8	123·4	124·0	125·6*
Bedding, etc.	113·4	117·5	118·0	118·3	118·5*
Wooden boxes, packing cases, crates, etc.	119·6	121·2	124·9	124·9*	124·9*
Paper and board	112·4	114·8	115·0	115·1*	115·1*
Cardboard boxes, cartons and fibreboard packing cases.	112·9	119·6	119·9	119·9*	119·9*
Wallpaper	133·8	138·0	138·0	138·0	138·0
Paper bags	118·4	123·2	123·2	123·2*	123·2*
Manufactured stationery	120·4	123·7	123·7	123·7	123·7*
Other manufactures of paper and board	108·1	112·0	112·1	112·1	112·1*
Rubber tyres and tubes	123·4	123·4	127·0	127·0	127·0
Rubber goods (other than tyres and tubes)	117·3	119·6	121·6	121·6	121·6*
Rubber footwear	125·9	135·2	135·0	135·0	135·0
Linoleum and felt base	137·7	142·0	142·0	142·0	142·0
Brushes and brooms	138·9	141·6	142·8	142·8	143·0*
Toys and games	122·1	126·0	126·3	127·1*	127·1*
Sports equipment	133·9	134·6	137·2	137·2*	137·2*
Pens and pencils	112·3	115·4	115·4	115·6*	115·7*
Other stationers' goods	130·3	132·7	133·4	133·4	133·4
Plastic mouldings	103·4	105·6	106·0	106·0*	106·2*

* Provisional figure.

3 (b). Commodities wholly or partly imported into the United Kingdom—1954=100

(monthly averages)

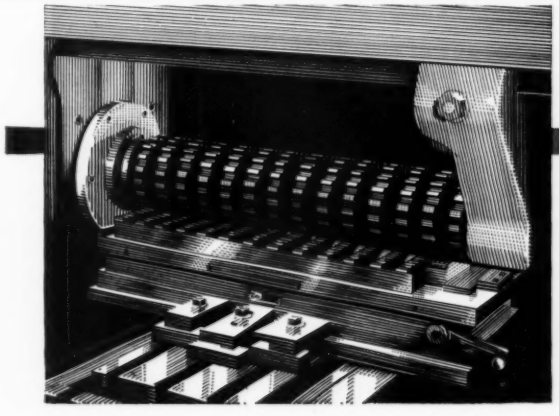
	1964	1965			
	Aug.	Feb.	June	July	Aug.
Hides and skins	86·6	88·8	94·3	97·5	97·5*
Imported	93·5	95·8	101·5	105·6	105·6*
Native	76·3	78·2	83·4	85·4	85·4*
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	123·1	125·6	125·6	125·6	125·6
Copper, ex-ship, wharf or warehouse†	145·8	172·1	190·9	165·4	176·5
Lead, ex-ship, wharf or warehouse†	113·2	146·6	104·9	102·2	102·3
Nickel, refined, delivered	131·9	131·9	131·9	131·9	131·9
Tin, ingot, min. 99·75 per cent, settlement price	176·7	171·0	208·3	200·1	206·2
Zinc, ex-ship, wharf or warehouse†	100·1	148·5	145·8	143·9	140·8
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	132·2	119·1	115·8	115·8*	115·8*
Palm oil, c.i.f., in bulk	101·2	123·0	130·8	130·8*	130·8*
Whale oil, acid, soft, naked, ex-works	83·9	78·4	105·6	105·6*	105·6*
Pyrites, c.i.f., United Kingdom ports	60·7	62·1	62·8	66·2	66·2
Rubber, No. 1 R.S.S. one month future	99·3	107·0	108·0	102·7	100·3
Sulphur, crude (for acid making), c.i.f.	64·3	71·9	71·9	82·0	82·0*
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	154·5	154·9	157·0	156·9	156·5
Cotton, raw	72·1	71·6	70·5	70·5	70·2*
Jute, raw, 'Export Firsts', c.i.f. Dundee	148·0	154·5	147·3	141·3	141·5*
Jute, raw, 'Export Lightnings', c.i.f. Dundee	148·0	147·7	148·3	142·5	142·6*
Silk, raw, delivered mill	116·1	141·5	133·2	132·2	132·2*
Sisal, East Africa No. 1 Grade, c.i.f. London	153·8	109·7	109·7	106·9	106·9
Wool, raw	90·2	77·4	75·6	79·2	79·2*
Crossbred, medium and coarse, c.i.f. U.K.	108·5	87·6	86·7	93·4	93·4*
Crossbred, fine, c.i.f. U.K.	93·2	78·2	75·7	79·6	79·6*
Merino, c.i.f. U.K.	79·9	71·7	69·3	79·7	79·7*
Timber:					
Imported hardwood (ex-yard or wharf)	113·3	115·1	115·1	115·6	115·7*
Imported plywood (delivered to consumers)	102·3	119·3	115·5	115·5	115·5*
Imported softwood (delivered to consumers)	113·5	117·9	118·5	118·9	118·9
Woodpulp, imported	100·8	104·4	104·4	104·4	104·4*

* Provisional figure.
† L.M.E. mean of buyers' and sellers' prices at close of morning session.

NOTES ON WHOLESALE PRICES

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 102, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757, Ext. 7246 or 7216.

The notes on index numbers of wholesale prices (1954=100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February* 19, 1965.



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PM164

Catering trades in July

THE TOTAL turnover of the catering trades in July was 4 per cent higher than a year earlier compared with an increase of 9 per cent in June, but the fact that Whitsun was in June this year is likely to have accounted for a large part of the difference between the increases for the two months. If May and June are taken together the increase for these two months compared with the same period last year was 6 per cent.

Each of the kinds of business showed increased sales in July compared with the corresponding period last year. The turnover of hotels and holiday camps increased by 5 per cent (against 4 per cent for May and June together). The turnover of restaurants and fish and chip shops also rose by 5 per cent (the same rate of increase as for May and June together), public houses showed an increase of 3 per cent (against 6 per cent for May/June) and canteens and catering contractors rose by 3 per cent (against 4 per cent for May/June).

Index numbers of turnover per week and percentage changes on a year earlier (a)

1960 = 100

Kind of business (Turnover in 1960 £ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS: (£1,290 million)	1962	112	95	115	129	112	93	94	96	108	109	125	131	136	121	112	102	119
	1963	117	96	119	134	119	94	93	100	111	113	130	136	142	126	118	109	126
	1964	126	105	127	145	127	104	102	109	115	130	135	149	150	137	126	118	136
	1965		111	136			107	110	114	127	132	147	155					
	1964	+8	+10	+7	+8	+8	+11	+10	+9	+3	+15	+4	+10	+6	+8	+7	+8	+8
	1965	+6(b)	+5	+7			+3	+8	+4	+11	+1	+9	+4					
Licensed hotels and holiday camps (£169 million)	1962	113	77	119	158	98	71	74	84	98	109	143	161	169	146	117	87	93
	1963	118	76	124	167	107	69	72	85	103	113	149	169	184	151	128	94	100
	1964	128	86	138	181	113	79	82	97	108	133	161	189	197	163	135	98	108
	1965		91	144			83	90	99	119	132	172	198					
	1964	+8	+13	+10	+9	+6	+15	+13	+13	+5	+18	+7	+12	+7	+8	+5	+5	+8
	1965	+7(b)	+6	+6			+5	+10	+3	+10	Nil	+7	+5					
Restaurants, cafes, etc., and fish and chip shops (£307 million)	1962	109	94	112	130	102	92	93	96	104	107	123	130	141	120	106	100	100
	1963	114	94	117	135	109	89	92	99	108	110	129	134	147	125	112	106	109
	1964	121	101	124	143	115	97	99	106	111	126	133	146	153	133	118	113	114
	1965		107	132			103	106	111	122	126	146	154					
	1964	+6	+8	+6	+6	+6	+9	+8	+7	+3	+14	+3	+9	+4	+6	+5	+7	+5
	1965	+7(b)	+6	+7			+6	+7	+4	+10	Nil	+9	+5					
Public houses (£711 million)	1962	114	97	116	125	119	97	97	98	113	110	124	128	132	118	113	104	135
	1963	118	98	119	130	125	98	94	101	115	113	128	133	137	122	119	112	141
	1964	128	109	127	141	136	111	105	113	116	132	132	147	144	134	127	122	154
	1965		114	138			112	115	116	132	134	145	152					
	1964	+8	+12	+7	+8	+8	+13	+12	+11	+1	+17	+4	+10	+5	+10	+7	+9	+9
	1965	+6(b)	+4	+8			+1	+9	+3	+14	+1	+10	+3					
Canteens and catering contractors (£102 million)	1962	108	113	106	101	113	113	114	111	104	111	104	103	90	109	112	115	110
	1963	115	120	113	106	119	119	122	120	111	119	111	108	96	112	118	125	115
	1964	121	120	121	113	129	119	122	119	124	121	118	113	104	122	128	135	126
	1965		129	124			128	129	131	122	133	117	116					
	1964	+5	Nil	+6	+7	+9	Nil	Nil	—1	+12	+2	+6	+4	+9	+9	+9	+8	+10
	1965	+5(b)	+8	+2			+7	+6	+10	—1	+10	Nil	+3					

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by July 1965 sales was the four weeks from July 4, 1965, to July 31, 1965; the corresponding period in 1964 was from July 5, 1964, to August 1, 1964.
(b) Cumulative figure for January to July compared with corresponding period of 1964.

New and revised British Standards published during September

BRITISH STANDARDS published in September are listed below. Copies can be obtained from the British Standards House, 2 Park Lane, London, W.1.

B.S.		£ s. d.
1580	United screw threads: 1580 Part 3: 1965 Diameters below ¼ in. (A4 size)	10 0
3876	Rope rollers and mountings for colliery track haulage: 3876 Part 2: 1965 Tapered and vertical rollers; also vertical and horizontal spindle pulleys	6 0
3905: 1965	6·6 kV ampered bolted flameproof cable couplers and adaptors primarily for use in mines	10 0
3915: 1965	Carbon and low alloy steel pressure vessels for primary circuits of nuclear reactors (A4 size)	2 0 0
3916: 1965	Carmine for use in foodstuffs	4 0
3917	Methods for the analysis of manganese ores: 3917 Part 1: 1965 Manganese dioxide (active oxygen)	4 0
	3917 Part 2: 1965 Total manganese	4 0
	3917 Part 3: 1965 Iron	4 0
3919: 1965	Technical tallow and grease	12 6
3920: 1965	Method of certifying elevated temperature proof or yield stress properties of steel products by selective testing	7 6
3922: 1965	Domestic medicine cabinets	5 0
3923	Methods for ultrasonic examination of welds: 3923 Part 2: 1965 Automatic examination of welded seams	4 6
3924: 1965	Pressure-sensitive adhesive tapes for electrical purposes	10 0
NEW CODE OF PRACTICE		
B.S. CP 143	Sheet roof and wall coverings: CP 143 Part 7: 1965 Aluminium	12 6
NEW BRITISH STANDARDS: AUTOMOBILE SERIES		
B.S. AU 49: 1965	Windscreen wiper motor (12 volt and 24 volt)	1 6
AU 70: 1965	Dimensions of transmitter for speedometers (cradle-mounted: flexible drive)	1 6
AU 71: 1965	Envelope dimensions for ignition coils	1 6
AU 72: 1965	Fuse unit	1 6
AU 73: 1965	On-off relay	1 6
AU 74: 1965	Hold-on relay	1 6
AU 75: 1965	Transmission control relay	1 6
AU 76: 1965	Hydraulic solenoid valve	1 6
AU 77: 1965	Solenoid (pull action)	1 6
AU 79: 1965	12 volt starter solenoid switch	1 6
AU 82: 1965	Push switch	1 6
AU 83: 1965	Throttle switch (insulated return)	1 6
AU 84: 1965	Throttle switch (earth return)	1 6
AU 85: 1965	Throttle kick-down switch	1 6
AU 86: 1965	Hydraulic pressure switch	1 6
AU 87: 1965	Centrifugal switch	1 6
AU 88: 1965	Recommended ratings for light duty cables for automobile use	1 6
AU 89: 1965	Anodised aluminium for automobile use	2 6
AU 90: 1965	Soft solders for automobile use	2 6
REVISED BRITISH STANDARDS		
B.S. 132: 1965	Steam turbines	6 0
903	Methods of testing vulcanized rubber: 903 Part D4: 1965 Determination of cross-breaking strength of ebonite	3 0
1083: 1965	Precision hexagon bolts, screws and nuts (BSW and BSF threads)	7 6
1420: 1965	Glossary of terms applicable to wrought products in copper, zinc and their alloys	10 0
1521: 1965	Waterproof building papers	4 6
1756	Methods for the sampling and analysis of flue gases: 1756 Part 3: 1965 Analysis by the Haldane apparatus	10 0
2045: 1965	Preferred numbers	6 0
2569	Sprayed metal coatings: 2569 Part 2: 1965 Protection of iron and steel against corrosion and oxidation at elevated temperatures	5 0
2628: 1965	Needleloom felts	4 6
2999/1-15: 1965	Essential oils	8 6
REVISED AIRCRAFT STANDARD		
B.S. 2W9: 1965	Preformed galvanized carbon steel wire rope	4 0
REVISED CODES OF PRACTICE		
B.S. CP 99: 1965	Frost precautions for water services	5 0
CP 331	Installation of pipes and meters for town gas: CP 331: Part 2: 1965 Metering and meter control	5 0
	CP 331: Part 3: 1965 Installation pipes	7 6

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Exhibitions and Fairs

One of Britain's largest export promotion shows opens in Tokyo

TODAY, 'one of the largest export promotion shows ever put on by British industry abroad' was opened in Tokyo. As the inhabitants of our islands indulged in their 'elevenses' large numbers of Tokyo's population, some 9,927 miles away by air from London, had, nine hours earlier, witnessed the opening ceremony of the British exhibition by HIH Princess Chichibu. From now until October 3 the Japanese and various nationalities visiting the country will be able to see at first-hand some of Britain's newest capital equipment, services and quality consumer goods; they will be able to buy British foods and liquors; listen to Britain's military bands, and attend cinemas showing prizewinning British documentary films. The organizers of the exhibition and the co-ordinators of all the supporting events are British Overseas Fairs Ltd., who have the support of the Board of Trade, the Association of British Chambers of Commerce, the British Chamber of Commerce in Tokyo, the Confederation of British Industry and the Trades Union Congress. The Prime Ministers of Britain and Japan are joint honorary patrons.

As a gesture of goodwill towards Britain's efforts to increase exports to Japan, the Japanese Government have agreed to special import concessions for goods displayed at the British exhibition, which are in categories still officially subject to quotas or other restrictions. Such goods may therefore be sold to customers in Japan for immediate delivery at the close of the exhibition, and sales made will not be counted against normal quotas.

This also means that the Japanese authorities will co-operate fully in facilitating the speedy importation of all goods which are to be displayed at the exhibition.

It is estimated that between 30,000 and 40,000 buyers will visit the exhibition. Already it has been stated that 'in Japan there is great enthusiasm for our venture'. That we are proud to be the first Western nation to stage a full-scale exhibition in Japan since the war cannot be over-emphasized. Sir Nigel Poett, a director of British Overseas Fairs, said recently: 'Britain realizes that Japan is rapidly becoming one of the most advanced industrial countries in the free world. Her continuing prosperity is vital to us because it will create more opportunities for selling our goods to Japan, and in return give Japan a greater chance of selling more to us. The prosperity of both our nations depends on a rapidly rising level of exports.'

Britain's total exports to Japan in 1964 were £56.4 million, an increase of £6.8 million over that of 1963. Imports, however, were £73.3 million as against £52.7 million in 1963, an increase of £20.6 million. In the month of July it was revealed that Britain's exports to Japan totalled £5,763,000, the highest monthly exports since December 1963. This figure beat the monthly total of imports from Japan – £4,761,000 – for the first time in more than a year.

The estimated cost of this promotion in Tokyo is approximately £2 million. The exhibition itself covers an area of 100,000 square feet, occupying Halls one, two and three of the Hanumi exhibition ground. In addition, 22 stores in the Ginza section of the city will feature British goods.

Mr. Douglas Jay, President of the Board of Trade, is expected to attend the opening ceremony and later address members of the Foreign Press Club at their luncheon. On September 20 it is expected that HRH Princess Alexandra, who will be accompanied by her husband, Mr. Angus Ogilvy, will arrive in Tokyo for a ten-day visit to the exhibition. Special days have also been organized for visiting industrialists from Osaka, Kobe, Nagoya, Kitakyushu, and Fukuoka, for which British Overseas Fairs Ltd. will meet the travelling expenses.

Many of the 600 British firms who are displaying their products either in the exhibition halls or in the stores, already have long-standing trade relationships with Japan, while others will experience an ambitious first step by introducing new products into the Japanese market for the first time. Firms introducing new products include Bruck & Englesmann Ltd., and Pye Laboratories Ltd. The first-named firm will be showing new cloths with a built-in 'wrinkle recovery', while Pye will display an electronic grader. Another interesting 'first' is that of a British tailoring firm who are to visit Tokyo to measure Japanese customers for suits to be made for them in London. This arose from a suggestion by the London agents of Takashamaya, one of Tokyo's leading department stores, that Gieves – who frequently make visits to the United States and Canada to take orders for suits to be made in London – should extend this facility to Tokyo. Commenting on the exercise, Mr. Rodney Gieve, chairman of the company, said that there was sufficient evidence to make him believe that the enterprise would be a success.

As an example of how the Tokyo stores are co-operating in the venture, Mr. S. Saito, the manager of the Mitsukoshi department store, said recently that his store aimed to sell about £350,000 worth of British goods during the course of the exhibition. The possibilities for increased sales of consumer goods to Japan were greater than ever before, he said. 'Previously we made our purchases through agents who, because they were risking their own money, were only interested in established lines.' He added that the most popular consumer goods in Japan, apart from whisky, were men's and women's woollen wear and toys.

Visitors to the exhibition will see the largest and most comprehensive display of imported wool products ever staged in Japan. Arranged by the National Wool Textile Export Corporation it will show the products of more than 100 leading companies in Yorkshire, Scotland and the West of England. Chief attraction will be an impressive display of 400 lengths of woollen and worsted fabrics, specially selected and co-ordinated to portray the immense range of colours, styles and textures and weights offered by the British wool textile industry. There will also be nearly 300 different men's wear cloths draped in a series of open kiosks, and 100 women's fabrics attractively displayed in a simulated rock-garden arrangement. The exhibit also includes consumer goods such as knitting yarn, blankets, scarves and stoles, and industrial products, principally 'tops' (combed wool) and yarns for weaving and machine knitting. The National

British goods on show in Japanese stores.

Wool Textile Export Corporation stand is one of the biggest in the exhibition.

During the course of the exhibition a selling mission from the British wool textile industry will arrive in Japan on September 26 and will spend two weeks in Tokyo and other Japanese centres. Following the mission's work in Japan the majority of members will then go to Hong Kong for a further week of selling in that market.

It has been estimated by officials of the exhibition that the 17-day promotion in the stores alone will be seen by at least ten million people, who will buy about £4 million worth of British goods.

Speaking at a press conference in Tokyo on September 8 Mr. W. P. N. E. Edwards, managing director, British Overseas Fairs Ltd., said that 350 senior British businessmen were coming specially to Japan for the exhibition. This was evidence of the determination to increase our trade with Japan.

The exhibition was only a part of the story. At the terminal stations were featured special displays of British goods now on sale to the Japanese public – ranging from motor cars, heaters and other equipment for the home to high-grade British woollens, modern jewellery and, of course, Scotch whisky. Some fascinating displays of various aspects of Britain and British life, including her history, pageantry and industrial achievements, were being featured as special exhibits in the department stores. It was hoped that the Japanese public would like the goods they would see and would buy them in large quantities.

Following are some examples of the display that will be seen by the Japanese and visitors to Tokyo during the course of the exhibition.

A British aero-engine which was used to power early Japanese aircraft, the Eagle V, will be on the stand of Rolls-Royce Ltd., whose aero engines today power many of the world's latest jet airliners, and who were amongst the pioneers of aero engine development.

A triple award-winning egg dry cleaning machine with models for large-, medium- and small-sized egg producers. The larger-sized machine is capable of handling eggs of all sizes at an average rate of 1,500 per hour. The smaller unit handles about 1,000 an hour.

A carpet based on pictures of dancers by the Spanish artist Goya is the second in a range produced by Carpet Traders Ltd., drawing its inspiration from the arts. The first in the series was called 'The Age of Kings', depicting English kings in their authentic costumes. The Goya design is already a best-seller. It is carried out in a high-quality Axminster with a pile yarn of 80 per cent wool, reinforced with 20 per cent Bri-nylon. Among other exhibits by the same firm will be Axminster squares in floral designs which have been made in special sizes for the Japanese market.

Super-sweets, said to be among the sweetest in the world, and specially made for Japan, will be sampled by visitors. They will be among 100 kilos of chocolate and sweets, worth more than 50,000 yen, to be given away by one exhibitor.

'The Japanese like their sweets to be really sweet,' said a spokesman for the firm, Joseph Terry, of York, in Northern England. The super-sweets, almond nuts from Spain, roasted and coated with milk chocolate, are not sold in Britain or anywhere else but Japan, where they have helped to build up an annual sale worth at least 30 million yen since they first went into the Japanese market just over ten years ago.

Cloth designed to make men look taller will be on sale. The eight samples on show are each in five or six colour-combinations of 100 per cent worsted, priced from 2,000 to 3,000 yen a metre wholesale.

High-tensile prestressing wire, manufactured by British Ropes Ltd., of Doncaster, for concrete constructions such as the pressure vessels in nuclear power stations, will be exhibited by the firm.

A new design of skid control valve for car brakes which makes a significant reduction in stopping distances, will be shown by Girling Ltd., of Birmingham. The valve ensures that the correct front-rear brake balance is maintained at all vehicle decelerations and loading conditions through a progressive change in rear brake output, consistent with the reducing load borne by the rear wheels with increasing deceleration or weight transfer.

Thirty-six shades of paint, packed in tins so small that 12 of them can be held in one hand to put a 'rainbow' at the artist's fingertips, will be shown by Humber Oil Co. Ltd., of Hull. Claimed to be the smallest in the world, the tins each contain 14 cubic centimetres of non-poisonous enamel paint which, say its makers, is so safe that it has no ill-effects even if eaten by children. Giving either a gloss or matt finish, the paints are suitable for use on wood, glass, plastic and metal, and are said to dry within an hour of application.

Some of the most sumptuous examples of British art and craftsmanship, traditional and modern, where beauty is the criterion, not cost, will be displayed by the Worshipful Company of Goldsmiths, of London. These include a collection of the finest British work in gold, silver and jewellery, accompanied by some of the talented designers who are creating the most outstanding pieces of today, plus precious antiques, owned by the Goldsmiths' Company.

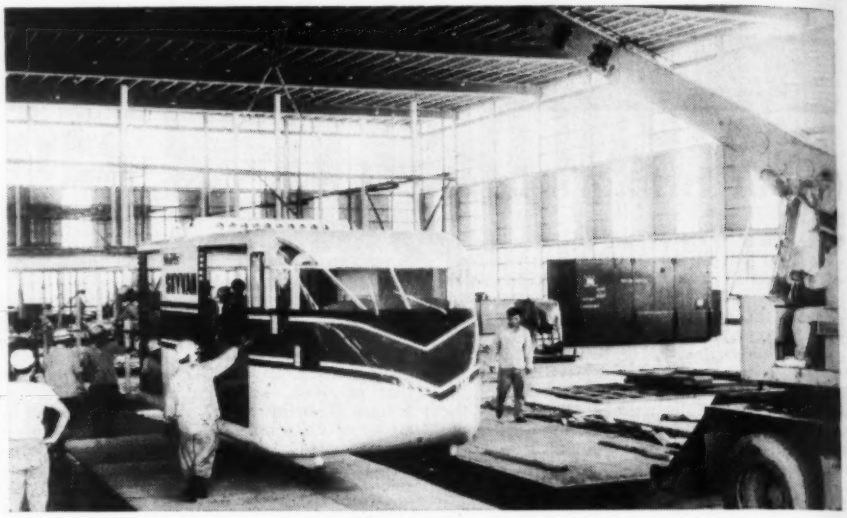
British scientists and engineers have designed a plant using nuclear power to produce fresh water from seawater at the rate of 30 million gallons a day. Wide overseas interest is being shown in the new plant, which is expected to be particularly attractive to countries deficient in conventional power and water resources.

Sloe gin – made from a flowering shrub of the wild plum variety which grows in England – will be among the typical foods and beverages to be shown by James Hawker & Co. Ltd., of Plymouth. The gin is made from a secret recipe which has been handed down from generation to generation in a family which has for centuries held the same ancient vaults in Plymouth.

A wide range of vehicle models, including modern and vintage cars and a dual-unit hopper train, will be shown by Lesney Products & Co. Ltd., of London.

On show will be three Rover 2000's, a Rover 3-Litre, and an 88in. Regular Land-Rover and a 109in. Long wheel base Land-Rover complete with a large range of approved optional extra equipment. It will be the first time the Rover 2000 has been shown publicly in Japan.

The Rover Company believe that there is an undeveloped sales potential in Japan for the Rover 2000 as well as for the versatile Land-Rover which has already aroused interest there.



A mobile crane positions the fusilage of a 'Skyvan' plane at Harumi Exhibition Ground in preparation for the Fair which opens today. The 'Skyvan', made by Short Brothers & Harland of Belfast, Northern Ireland, can carry 2 tons of cargo or 18 passengers.

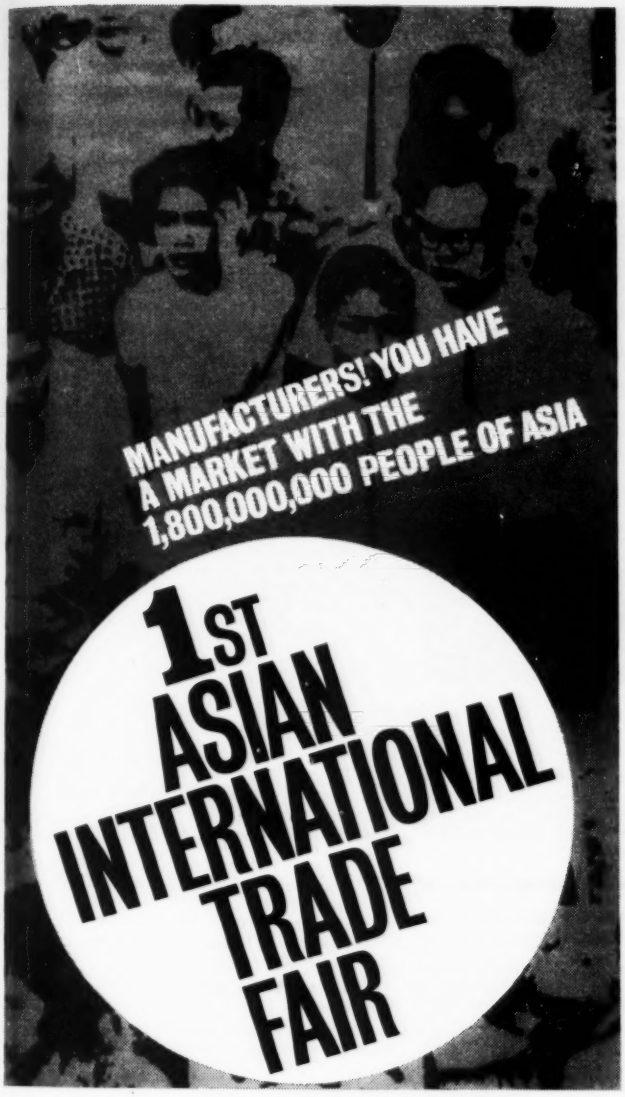
Details of the amendments and additions to the classified lists of Trade Fairs and Exhibitions are to be found on page 634.

British companies at Frankfurt Motor Show

THE INTERNATIONAL MOTOR SHOW, Frankfurt, was selected by the Society of Motor Manufacturers and Traders (SMMT) as the venue for their first 'joint venture' display organized in collaboration with the Board of Trade. If participation at this event, which lasts from September 16 to 26, is successful, it is hoped that similar displays will be arranged at the Geneva, Paris and Turin motor shows.

Eighteen British firms will exhibit a comprehensive selection of motoring accessories on the 'joint venture' stands that cover an area of 3,200 sq. ft. Exhibits will consist of engine, transmission and brake components, testing equipment, electrical accessories, safety apparatus, lubricants and interior fitments.

In addition to this official exhibit, some 60 British companies are known to be participating elsewhere in the exhibition, either independently or through German subsidiaries and agents.



1ST ASIAN INTERNATIONAL TRADE FAIR

- Organised by Government of Thailand
- Supported by United Nations Economic Commission for Asia and Far East
- 200 acre (80 hectare) site with all facilities. International conferences on Agriculture, Trade, Transport and Communications
- 40 governments and 2500 companies expected to exhibit
- Business visitors from every continent

1st ASIAN INTERNATIONAL TRADE FAIR, BANGKOK, THAILAND
PEACE AND PROSPERITY THROUGH TRADE COOPERATION

Bangkok 17th NOV-10th DEC 1966

Full information from Department of Economic Relations; Ministry of Economic Affairs, Bangkok, Thailand or from Thai Embassies throughout the world.

Who is building what?

The INTERNATIONAL Building Exhibition

OLYMPIA LONDON 17 NOVEMBER-1 DECEMBER 1965

Mon Wed Sat 10.00—18.00 Tues Thurs Fri 10.00—20.00

At the 31st International Building Exhibition people will be discovering just what's new in the building industry. 600 exhibitors from all over the world will be showing everything from Acoustic tiles (chequered) to Woodworking machines (planing). A to Z almost.

A series of conferences will be held during the exhibition.

Further information from
THE BUILDING EXHIBITION,
(Room G24), 11 Manchester Square, London, W.1.
Telex 24591.

Member of the
Union des Foires Internationales.

UK firms at St. Erik's fair

A report from the British Embassy, Stockholm

SEVEN HUNDRED and fifty-five firms exhibited on 286 stands occupying 25,000 sq. metres of indoor floor space and a substantial outdoor area at the 23rd International St. Erik's Fair, which was opened in Stockholm on September 1 by Mr. Tage Erlander, the Swedish Prime Minister. Four hundred of the exhibiting firms were foreign; of which about 50 were British firms.

The fair which is rated as the leading international consumer goods exhibition in Scandinavia had as its theme 'Happier Housekeeping'. More emphasis in the housing section was concentrated on furniture and domestic textiles than in previous years. There was an extensive toys, hobbies and games section in a prominent position on the ground floor of the indoor area. This certainly gave a lighter and brighter aspect to the fair.

A special feature was a large outdoor exhibition devoted to the products and facilities of Norrbotten, the most northern province of Sweden, an area devoted to mining, forestry, some fishing and a tourist industry centred on the Lapps and reindeer. Caravans dominated the general outdoor exhibit, an encouraging number of them British built, residential, mobile-home types were prominent for the first time. A dominant British feature of the exhibition was a doughnut making machine manufactured by DCA Industries Ltd., Gatehouse Road, Aylesbury, Berks.

The fair continues to be a good show place for domestic equipment, appliances and furnishings. British firms would do well to continue to encourage their local agents and distributors to exhibit their products at this annual fair.

A Laplander from Norrbotten, Sweden's northernmost province, shows off his reindeer.

British exhibits at Vienna Autumn Trade Fair

BRITAIN has the largest national display at the International Autumn Trade Fair, Vienna, which opened on September 12 until September 19. One of 25 foreign exhibits, the British display covers an area of over 18,000 sq. ft.

In addition to 23 individual exhibitors there are four 'joint venture' displays organized in collaboration with the Board of Trade by the British Radio Equipment Manufacturers' Association, the Federation of British Audio, the British Furniture Manufacturers' Federated Associations and the Birmingham Engineering and Building Centre. Officials from the Centre are assisting local Embassy staff in manning a trade information inquiry stand. Many other British exhibitors are expected to participate elsewhere in the fair, either independently or on the stands of Austrian agents.

Portable hand tools, textiles, food and drink, carpets, pianos and household equipment are among the items shown by the individual exhibitors. Bedding, reproduction and lounge furniture are seen on the stands of the five member-firms of the British Furniture Manufacturers' Federated Associations while an extensive range of domestic radios, televisions, radiograms, record players and tape recorders are displayed in the group exhibit by the five members of the British Radio Equipment Manufacturers' Association. The exhibits of the 23 firms participating under the aegis of the Birmingham Engineering and Building Centre include hand and workshop tools, vending machinery, building components, engines and motors. Literature supplied by a further 22 firms is also available on the Centre's stand. A wide selection of equipment for the acoustical enthusiast is shown by the 17 member-firms of the Federation of British Audio and includes loudspeakers, amplifiers, tape-decks, pick-ups, turntables, stereo and high-fidelity equipment.

British exports to Austria – one of our EFTA partners – have risen by 50 per cent in the past five years, to reach £19·7 million for the first seven months of 1965 compared with £12·8 million for the same period in 1960.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date Last Published	Date Next Published
Europe	*Sept.* 3	*Dec.* 3
United Kingdom	*Aug.* 6	*Nov.* 5
Outside Europe	*July* 2	*Oct.* 1

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

*The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.*1 (*Tel. Abbey* 7877, *Ext.* 3557, *Germany and Scandinavia;* 2783, *France, Italy, Benelux, Switzerland, Austria, Finland;* 3558, *Portugal, Irish Republic, Greece, Turkey, Middle East and West Africa; United Kingdom and Rest of the World*) *will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of cost and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.*

* *indicates event which is held annually at approximately the time stated.*

† *indicates event which is held alternate years at approximately the time stated.*

Amendments and Additions to Classified Lists

The fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on September 3, August 6 and July 2.

EUROPE
Amendments

The title of the Munich International Handicrafts Exhibition should read – Munich: International Handicrafts Fair, and not as shown in the *Board of Trade Journal* of September 3.

Milan: The Milan International Cycle and Motor Cycle Show will take place from December 4-13, 1965, and not on the dates shown in the *Board of Trade Journal* of September 3, 1965.

Paris: The entry shown on page 523 of the *Board of Trade Journal* dated September 3, relating to the International Trades Equipment Show, November 1966, should be deleted.

The Board of Trade have been informed that the Dusseldorf German Footwear Samples Display will be held from April 24-26, 1966, and not as shown in the *Board of Trade Journal* of September 3.

EUROPE
Additions

MILAN: INTERNATIONAL EXHIBITION OF BOTTLING EQUIPMENT AND MACHINERY FOR WINE AND ALLIED TRADES – November 10-18, 1965.
† Apply, Director, Unione Italiana Vini, Via S. Vittore Al Teatro 3, Milan.

PARIS: INTERNATIONAL CARAVAN EXHIBITION – January 13-23, 1966.
* Apply, M. Dayne, 15 rue de la Paix, Paris, 2e.

PARIS: INTERNATIONAL HEALTH EXHIBITION – March 28-April 1, 1966.
Apply, Techniques Hospitalieres Medico-Sociales et Sanitaires, 37, rue de Montholon, Paris, 9e.

PALERMO: MEDITERRANEAN FAIR – May 24-June 8, 1966.
* Apply, Fiera del Mediterraneo, Piazza Generale, Cascino, Palermo.

ZAGREB: INTERNATIONAL AUTUMN FAIR – September 8-18, 1966.
* Apply, Exhibition Consultants Ltd., 11, Manchester Square, London, W.1. (Tel. Hunter 1951).

AMSTERDAM: FIAREX '66 – October 10-14, 1966.
† Apply, FIAR, Minervalaan 82, hs, Amsterdam.

UNITED KINGDOM
Amendment

The Amusement Trades Exhibition will be held at Alexandra Palace, London, N.22, from January 25-27, 1966, and not at the New Horticultural Hall, S.W.1, as shown in the *Board of Trade Journal* of August 6.

UNITED KINGDOM
Additions

LONDON: NATIONAL ANGLING SHOW – May 6-11, 1966.
* At Olympia. Apply, A. H. Spink, Esq., The Federation of British Manufacturers of Sports and Games Ltd., 145 Oxford Street, London, W.1. (Tel. Gerrard 7281).

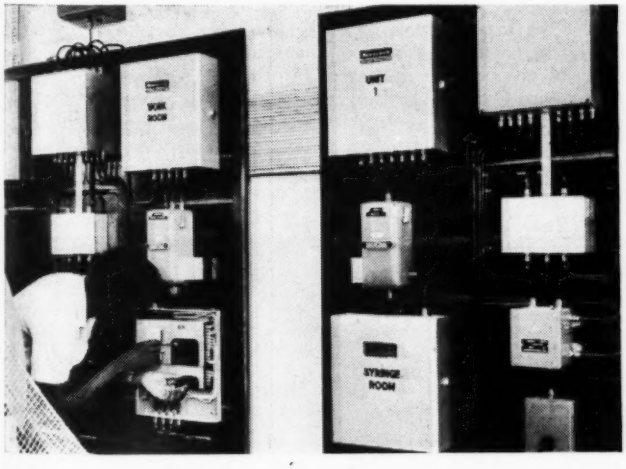
BIRMINGHAM: FOUNDRY EXHIBITION – May 18-26, 1966.
† At Bingley Hall. Apply, Industrial Presentation Ltd., 64, Pembroke Road, London, W. 8. (Tel. Western 4856.)

LONDON: BRITISH SPORTS TRADE FAIR – November 7-10, 1966.
At Mount Royal Hotel. Apply, A. H. Spink, Esq., The Federation of British Manufacturers of Sports and Games Ltd., 145 Oxford Street, London, W.1. (Tel. Gerrard 7281).

OUTSIDE EUROPE
Addition

LOUISVILLE: INTERNATIONAL FURNITURE AND WOODWORKING SUPPLY FAIR – September 17-21, 1966.
At Kentucky Fair and Exposition Centre. Apply, National Association of Furniture Manufacturers Inc., 666 Lake Shore Drive, Chicago, Illinois.

An aerial view of the toys and hobbies section at the St. Erik's fair. (See opposite page).



MI cable runs inside one of the electrical plant control rooms at the new 600-bed Queen Elizabeth Hospital, Barbados. The new hospital is one of the most advanced in the entire Caribbean region. For the electrical services British Insulated Callender's Cables Ltd. supplied some 163 miles of general wiring cables and 156 miles of mineral insulated cables.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin (designate), Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575 – Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, 42 Eastgate, Leeds, 2. (Leeds 31221/2/3 – Telex 55119).

NORTH MIDLAND: Mr. J. W. Dunscombe, Walton House, Granby Street, Nottingham. (Nottingham 46221 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58951 – Telex 81187).

LONDON & SOUTH EASTERN: Mr. A. E. Hunt, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Government Building No. 3, Whiteknights, Reading. (Reading 61122 – Telex 84126 – prefix 'for 'COI').

SOUTH WESTERN: Mr. W. J. D. Irving, 61/63 Queens Road, Bristol, 8. (Bristol 293761/2) – Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Windsor House, Temple Row, Birmingham, 2. (Central 7234/7 – Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, 1. (Blackfriars 2286 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501).

ULSTER OFFICE: Director of Information, Government Information Service, Stormont, Belfast. (Belfast 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Information Division, 42 Park Place. (Cardiff 30441 – Telex 49327).

INTERNATIONAL BABIES' & CHILDREN'S FAIR

★ COLOGNE ★

Friday 15th—Sunday 17th October, 1965

THE MOST HIGHLY SPECIALISED FAIR FOR BABIES' & CHILDREN'S GOODS

Textiles, Clothing, Toilet Requisites, Perambulators, Furniture

The last event attracted buyers from 22 countries

AN OPPORTUNITY BRITISH BUYERS CANNOT AFFORD TO MISS

Further information, passes (at the reduced U.K. price of 10s. 6d. each) from:

H. E. MELSOM, Esq., M.B.E.,
Cologne International Trade Fairs
Room 229, Abbey House, Victoria Street,
London, S.W.1. Telephone SUL 2134

Overseas Trade and Exports

WEST EUROPEAN MARKET PLACE—1

Conversations in a Commercial Department

Being extracts from discussions between various British business visitors and members of the Commercial Department of the British Embassy in Brussels.

This article is the first of three to be published by the* Board of Trade Journal *on particular aspects of exporting to Belgium. Although they form part of a series of similar articles on several West European countries, the three Belgian articles are also by way of prelude to a special export targetting exercise which will be carried out later this year. The purpose for this exercise, which is being planned by the Board of Trade in conjunction with the Embassy in Brussels, the Export Council of Europe and trade associations, is to select certain product groups which offer particularly favourable opportunities for the expansion of British exports to Belgium.

The exercise will be launched by a supplement to the* Export Services Bulletin. *This will contain detailed market reports on the product groups concerned. Thereafter it is intended that over the next few months there shall be a special concentration on these products, using both the resources of industry and the export services and assistance provided by the Government, with a view to achieving a profitable increase in Britain's share of the market.

British Visitor – Are there always so many visitors milling around in your office? The place looks like Charing Cross Station in the late afternoon.

Commercial Department – There are rather more than usual at the moment. But we do get a fair number – about 2,000 a year, in fact; and they seem to be increasing. Roughly half of these have a problem which requires fairly detailed discussion with an officer in the department. The remainder normally only want a list of firms, or to study a directory; they are dealt with by the receptionist.

B.V. – Perhaps it's fortunate I made an appointment. Do many people drop in out of the blue? Had I turned up without first writing, with no notice whatsoever, would you have seen me?

C.D. – Yes, indeed; many people do come here without any warning. We are glad to see them; we are only sorry more businessmen do not come to Brussels. If a British export manager or sales executive calls here it is evidence that he is taking a real interest in the market. Anyone can sit down and dictate a letter to a commercial department overseas, but a visit to a country is an indication that the problem of exporting is being tackled in the right way.

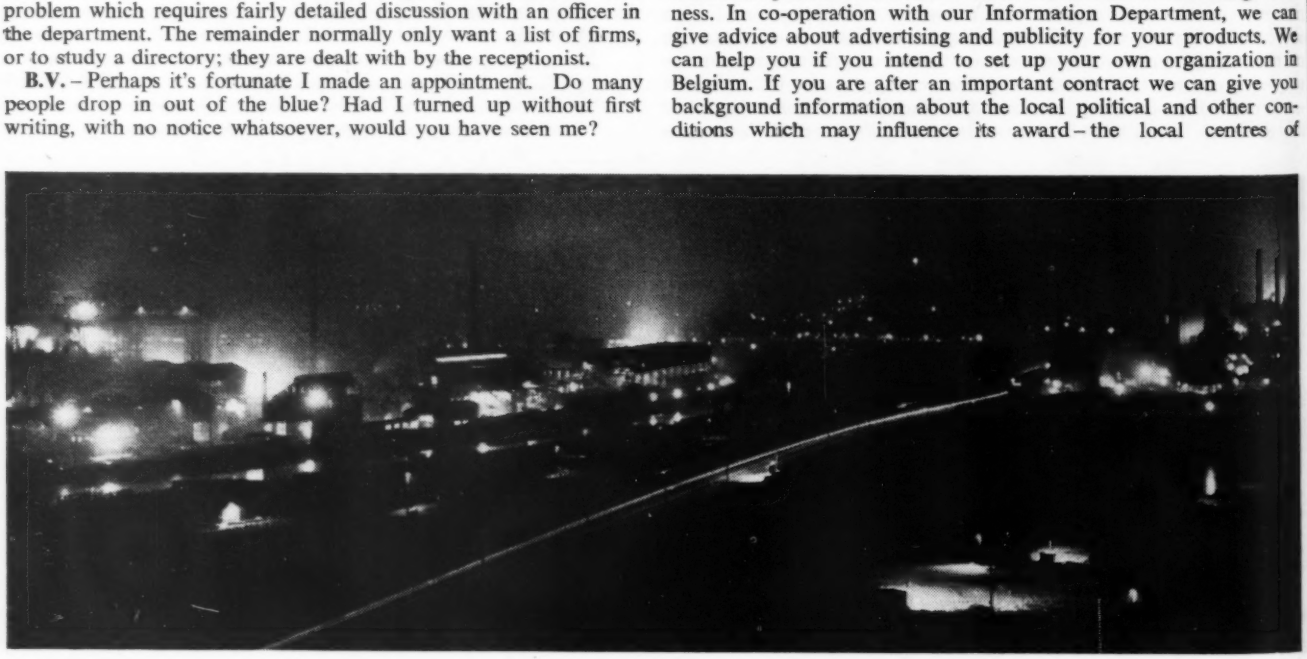
The other part of your question: of course, I would have seen you had I been free. If I had been engaged one of my colleagues would have been delighted to talk to you – but we can usually give you better service if we have had time to prepare for your visit.

B.V. – I can see that. But how can you help the business visitor?

C.D. – What we can do covers a very wide range indeed. We can provide names of potential agents for many products, people who are interested in dealing with Britain. We can usually do this very quickly. We can provide status information on these agents. We can give you off-the-cuff information on the market for many goods and we can generally find out quite a lot more for you given a little notice.

B.V. – I suppose you get asked about a variety of products?

C.D. – Yes. Today, for instance, the post brought inquiries from British firms and from the Board of Trade about power tools, agricultural machinery, garden ornaments, bread crumbs, ladies' dresses, pheasants' eggs, portable buildings, plastic coffins, carpets, nucleonic equipment, flight simulators and handbags. But to continue. We make appointments and engage interpreters. We can advise on possible methods of distribution and of obtaining business. In co-operation with our Information Department, we can give advice about advertising and publicity for your products. We can help you if you intend to set up your own organization in Belgium. If you are after an important contract we can give you background information about the local political and other conditions which may influence its award – the local centres of



Charleroi steel works at night.

influence, local attitudes, inter-company relationships and shareholdings – things of that kind. And recently we helped a firm to organize a display of electronic computers on our premises. We should like to do more of this sort of thing; too many Belgians think we are a nation of hide-bound traditionalists; Morris dancers, London bobbies, busbies: you know the sort of thing I mean. All these have their place, and an important one, but they can be a little counter-productive. We were therefore delighted to have the opportunity of displaying sophisticated equipment devised by British brains; and once we are in our new building (Britannia House, you know, just round the corner) we shall be better placed to handle displays.

B.V. – But surely the visitors, about whom I asked, do not ask you to arrange displays, with no warning?

C.D. – Of course not. But at the risk of labouring the point, I should like to stress that we are more easily able to help the visitor if we have some warning of his arrival and an indication of his requirements. Both his and our time will be saved. And before I forget: if we make appointments for a businessman it helps us in our relations with our Belgian friends if we are given plenty of warning in the event of a change of plans. And a further point: the visitor who gives us no warning should not be irked if he cannot immediately have an appointment with a Belgian senior in government or industry. Would a Belgian visitor be able to get immediate admission to the office of the managing director of a large and busy firm in Britain? This may sound elementary, but it cannot be repeated too often.

B.V. – Your department seems to be rather larger than I imagined. Do they all come from the United Kingdom?

C.D. – We have a staff of 26, three-quarters of whom are locally engaged. Those of our locally-engaged, i.e. permanent, staff who deal personally with commercial inquiries from British firms, have between them an experience in the Brussels commercial department totalling some 85 years, and most of them were in business before joining the Embassy. Most of our career officers have served in many parts of the world and performed a variety of jobs in different and often difficult conditions. Naturally, their relatively short stays in each country place a limitation upon the depth of their knowledge about any one territory; but as against this staleness is avoided. It is easier to maintain some freshness of outlook. We are not bound by any particular boardroom's policy. Moreover, the broad and cumulative experience which the career officers can bring to their jobs can be extremely valuable. In this department, for instance, the Commercial Counsellor has had 18 years' experience of commercial and economic work in various posts, the First Secretary 12 years' and the Second Secretary ten.

B.V. – But would you not be more efficient if your career staff had some practical trading experience? I have heard it said that the Foreign Office should take on chaps in their middle thirties who had received a good grounding in commerce and industry.

C.D. – There is scope for people with particular qualities to join the Diplomatic Service as late entrants. Some do. But, you know, we only want good people; not misfits who cannot make a go of life in industry. The really good chap will usually aim at the top of his profession; he will rarely want to change.

B.V. – But there will be exceptions.

C.D. – Agreed; and there are opportunities for the good exceptions to join. But let me make one further point. Although we cannot sell your goods for you, members of the Diplomatic Service are salesmen. Indeed, in some countries with state-controlled economies, in particular, they play a bigger part in the winning of contracts than some people think. But they are always in the forefront of one aspect of Britain's export drive: the offensive which aims at selling the British Government's and Britain's ideas, philosophies, and policies.

B.V. – But our embassies seem to come under assault or get burnt down with alarming frequency. In these cases you must be pretty poor salesmen, if you will forgive my frankness.

C.D. – Well, of course, we fail sometimes. But you don't always win your contracts. Our failures hit the headlines. Diplomatic successes often get no publicity. But, seriously, the point I am trying to make is this: selling abroad is in many respects a matter of intelligence, common sense and human understanding. Amongst other things, you have got to understand the chap you are selling to; or, at least, you have got to try. You have got to find out what makes him tick, what makes him laugh, what his likes and dislikes are, what ambitions he has, and so on. Our best exporters are those who know how to handle people, and our best successes in Belgium stem from those firms which have taken that extra trouble to send people over here, often to set up business here for themselves, to study the market, and to meet the market's conditions; in many cases it comes down to simply treating the Belgian market with a consideration not very far short of that which they bring to their home market.

A view of the Mont des Arts.

B.V. – Are British exporters making the best use of your services in Belgium?

C.D. – This is a tricky one. On the whole I would say no. Broadly speaking, there are three groups of manufacturers.

The first consists of those who are exporting successfully either with or without the Government's help. Many of these firms do, in fact, keep in regular touch with the Board of Trade and us; and they have been doing so for years. We are in very close touch with numerous leading firms in Britain. Since they keep coming back to us for information we assume that they find our services worthwhile.

The second group of firms consists of those who feel that they have a patriotic duty to export, or rather to do something about exporting. But they do not really want to be bothered; they are doing very nicely at home, thank you, and exporting is such a chore. However, the Government keep nagging about it, so they feel they had better do something. Off goes a letter to commercial departments in various parts of the world. Often it is a good one; we may be able to turn up some useful opportunities for them, and in course of time some business may result. In some cases, the letter may merely ask for lists of firms which might be interested in their products and with whom they could correspond (rarely a good way of selling, this). Sometimse their letter may be too woolly and lacking precision. Or the firm may make too exacting demands on our resources: ask indiscriminately for the answers to a whole list of very detailed questions before they have even established whether they have a chance of selling their product here. In any case, detailed market surveys are the domain of highly specialized professional market research organizations, and the average commercial department does not try to compete with them. This is not to say that we cannot produce sufficient basic facts and opinions to enable a firm in Britain to decide whether or not the market in Belgium warrants a closer examination. In short, what we can really do is to carry out a pump-priming operation. But to get back to my firms. . . .

The third group consists of those who have an inbred dislike or suspicion of anything to do with the Government. They seem to

TRADE AND FINANCIAL ARRANGEMENTS

Australia/New Zealand Free Trade Agreement

THE AUSTRALIA/NEW ZEALAND Free Trade Agreement and accompanying Exchanges of Letters were signed in Wellington on August 31, 1965. It is claimed that the Agreement will cover some 60 per cent of the total trade between the two countries. It is understood that the Agreement will enter into operation on January 1, 1966. The main provisions are as follows:

Customs duties

Import duties, including temporary duties, are to be removed on goods imported from one Member State into the other which are classified in Schedule A to the Agreement (which will be published in the *Board of Trade Journal* as soon as possible) according to the following time-table:

(a) temporary duties and imports duties of 5 per cent and below are to be removed at once;

(b) import duties of between 5 and 10 per cent are to be removed, in two stages, within two years;

(c) import duties of over 10 per cent are to be removed in stages within eight years.

(d) Australia is allowed to remove its duties on New Zealand frozen peas and beans over a longer period;

(e) the removal of Australian duties on New Zealand pork and cheddar cheese will be subject to quota limitations and

(f) although raw sugar is not included in Schedule A to the Agreement duties on it are to be removed as if it were.

Temporary duties are not to be imposed on goods included in Schedule A nor are goods free of duty to be made liable to duty.

Any protective margins in revenue duties are to be removed in the same way as import duties.

Subject to prior consultation (for which 60 days must be allowed) the Member States remain free to impose anti-dumping or countervailing duties on goods imported from the other Member State. (This repeals an existing agreement between the two countries).

There are provisions for reviews of Schedule A with the object of including additional items as well as exceptions to the obligations to remove duties. These include the restoration of duties when serious injury is being caused to domestic producers and the establishment of new duties to foster infant industries.

Both sides have undertaken that where goods are liable to duty the lowest rate of import duty (other than the special rates for Papua and New Guinea, the Cook Islands and Western Samoa, or for less developed countries) will be chargeable.

Rules of origin

For the first two years the rules of origin will be those contained in the Australia/New Zealand Trade Agreement 1933, (i.e. 50 per cent of the labour and material to originate in the exporting country) but there will be a review during this period.

Quantitative imports restrictions

Both Member States undertake not to discriminate against the exports of the other in the application of any quantitative import restrictions.

Protection against dumped and subsidized competition

Both Member States undertake, consistently with their international obligations, to examine the possibility of taking action to prevent injury to industries in the other Member State, or the hindering of the establishment of an industry in the other Member State as a result of dumped or subsidised goods being imported into their territory from third countries.

Any inquiries about this Agreement should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, S.W.1. (Tel. Abbey 7877, Ext. 2317 or 2318). Copies of the Agreement will be on sale shortly at the London Office of the Australian British Trade Association (42 Leicester Square, W.C.2. (Tel. Whitehall 15072).

The full schedule will be published next week.

CONVERSATIONS IN A COMMERCIAL DEPARTMENT, *continued*

think that all civil servants are a bunch of inefficient, tea-drinking, desk-bound mugwumps: fuddy-duddies, one chap called us. They may have had one or two unfortunate experiences, but often because they haven't taken the trouble to understand what types of help are practicable and what are not. Not everyone in the Diplomatic Service is an outstanding fellow, but can more be said for those in the export business?

B.V. – How do British salesmen compare with the foreigners?

C.D. – I don't think you can generalize. Some British salesmen are as good as any in the world.

B.V. – That is a typical diplomatic dodging of the question.

C.D. – No, I mean it. We see some absolutely first-class British salesmen in Belgium, some of them make rings round their competitors. But, if you want frankness, we still also see a number of salesmen representing firms which quote prices in the British way. You know what I mean: £1 17s. 6½d. per pound ex-works Clacton-on-Sea. Their literature is in English. They have not grasped that Belgium is a country with two distinct languages: Flemish (or Dutch) and French. It is true that in the Flemish-speaking areas English is generally understood and accepted, often in preference to French, but that is not really the point. More of our firms and salesmen ought to pay more attention to languages; the Germans and others do. Of course, people on the Continent are usually forced to learn one or two other languages. I have heard complaints from one or two Belgian companies which habitually use complicated British machinery that their engineers have difficulty in ironing out snags with their British opposite numbers; a point is sometimes reached when literature is of little use, when one expert must communicate with another. There is another point: many British salesmen seem to have less authority than some of their foreign competitors. The latter are often able to take on-the-spot decisions on points concerning price, presentation and design, while the Briton may have to telephone his managing director. But I don't want to labour these points. By and large we tend to overdo our self-criticism nowadays, and even to denigrate our best British achievements. Incidentally, many foreign salesmen make a point of collecting those cuttings from the British press which pour scorn on certain aspects of our industry: these help their sales talk.

Italy and Rumania

THE ITALIAN MINISTER of Foreign Trade has announced the signing in Rome on June 5, 1965, of a long-term trade agreement covering the period 1966 to 1969 between Italy and Rumania.

The accompanying Protocol sets out a list of goods on quota, for the year 1965, which replaces the list previously in force (see *Board of Trade Journal* for June 25, 1965, page 1428).

A translation of the list of the goods to be exchanged may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449, 450). Reference CRE 3579G.

Morocco and Denmark

THE MOROCCAN *Bulletin Officiel* of August 4 announced the renewal, for a further year from July 1, 1965, of the trade agreement of 1961 between Morocco and Denmark. Quotas under the agreement remain unchanged from the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E49, Hillgate House, 35 Old Bailey, London, E.C.4.

Morocco and the United Arab Republic (Egypt)

THE MOROCCAN *Bulletin Officiel* of August 4 announced the renewal, for a further year from April 17, 1965, of the additional protocol to the trade agreement of 1958 between Morocco and the

UAR Quotas under the agreement remain unchanged.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Morocco and Pakistan

THE MOROCCAN *Bulletin Officiel* of August 4 announced the renewal, for a further year from April 20, 1965, of the trade agreement of 1962 between Morocco and Pakistan. Quota lists under the agreement remain unchanged from the previous year but no quota values are given.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Morocco and the People's Republic of China

THE MOROCCAN *Bulletin Officiel* of August 4 announced the renewal, for a further year from March 30, 1965, of the trade agreement of 1963 between Morocco and the People's Republic of China. Quotas under the agreement remain unchanged from the previous year.

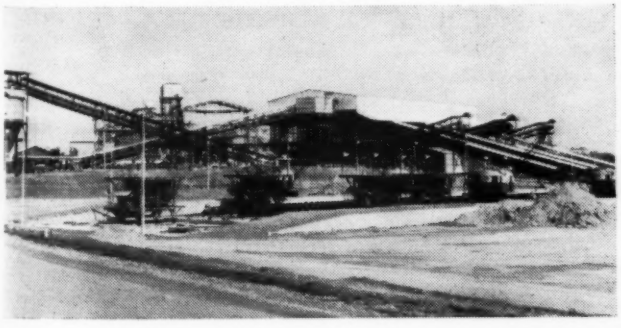
Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4.

Customs forms addressed to USSR

THE GENERAL Post Office announced that most parcels addressed to the USSR bear Customs Declarations prepared in English only.

The attention of accepting officers is drawn to the requirement that these declaration forms are prepared in French or Russian as well as in English.

DIAMOND TREATMENT PLANT IN GHANA



A new diamond treatment plant capable of passing 80,000 *tons of diamond-bearing gravel monthly has been completed by Taylor Woodrow of Ghana Ltd. at Akwatia for the Consolidated African Selection Trust. This picture shows the process plant and associated conveyor systems from the screening and washing plants. On the far left is a* 600-*ton storage bin which acts as a balance for supplying washed gravel at a constant rate into the concentrator section, and was constructed of curved steel sections, bolted together and erected in rings to a height of* 44 *feet.*

SUBSCRIPTIONS AND SALES

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Telephone inquiries should be made to Waterloo 6977, Ext. 472.

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Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Export Service Bulletin in which published.

ARGENTINA

(178/65) Storage Tanks for Argentine National Gas Company. (Further Information.) Closing date postponed to October 11. E.S.B. 23126/65.

(177/65) Printing Machines for Secretaria de Estado de Hacienda. (Further Information.) This tender has been re-issued. Closing date now October 11. E.S.B. 21570/65.

(181/65) Cloth for La Direccion General de Fabricaciones Militares. (Further Information.) October 11. Tender documents now available. E.S.B. 32225/65.*

AUSTRALIA

(186/65) Cable and Accessories for Brisbane City Council. October 1. E.S.B. 32718/65.*

(179/65) Bridge Construction for County Roads Board, Kew, Victoria. November 29. E.S.B. 32291/65.*

(177/65) Pipelines and Ancillary Equipment for Electricity Trust of South Australia. October 5. E.S.B. 32213/65.

(176/65) Electrical Equipment for Northern Electric Authority of Queensland. October 5. E.S.B. 31666/65.

Postmaster General's Dept., Melbourne:

(180/65) Radio Equipment. (Further Information.) Tender documents now available. E.S.B. 32289/65.*

(180/65) Telephone Equipment. October 28. E.S.B. 32498/65.*

(181/65) Electronic Tubes. November 9. E.S.B. 32280/65.*

(177/65) Telephone Instruments. November 18. E.S.B. 32058/65.*

State Electricity Commission of Victoria:

(181/65) Cartridge Fuses. October 11. E.S.B. 32701/65.*

(179/65) Mobile Slewing Conveyor Unit. November 22. E.S.B. 32430/65.*

South Australia Institute of Technology:

(178/65) Electrical Installations. October 5. E.S.B. 32249/65.

(178/65) Mechanical Installations. October 5. E.S.B. 32248/65.

(180/65) Measuring Equipment for State Stores Board, Brisbane. October 5. E.S.B. 32702/65.*

(179/65) Rolling Stock Parts for Victorian Railways, Melbourne. October 6. E.S.B. 32290/65.*

(180/65) Rail Spike Driving Machines for Queensland Government Railways. October 6. E.S.B. 32728/65.*

BURMA

(178/65) Hardware for Industrial Development Corporation. September 30. E.S.B. 32223/65.*

(181/65) Petro-Chemicals for People's Oil Industry. September 30. E.S.B. 32758/65.*

People's Stores Corporation:

(177/65) M.S. Angles and Tees. September 30. E.S.B. 32221/65.*

(177/65) M.S. Flats. September 30. E.S.B. 32219/65.*

(181/65) Locomotive Tyres. November 3. E.S.B. 32756/65.*

(178/65) Bailey Bridges and Parts. September 30. E.S.B. 32226/65.

(178/65) Rivets. September 30. E.S.B. 32220/65.*

(177/65) Wire. September 30. E.S.B. 32218/65.*

(177/65) Vehicle Spare Parts. September 30. E.S.B. 32217/65.*

CANADA

British Columbia Hydro and Power Authority:

(180/65) Transformers. December 7. E.S.B. 32499/65.

(180/65) Transformers. December 7. E.S.B. 32500/65.

CEYLON

(177/65) Tannery Machinery for Ceylon Leather Products Corporation. September 30. E.S.B. 32062/65.*

(177/65) Lubricants for Ceylon Petroleum Corporation. November 15. E.S.B. 32063/65.

(180/65) Sawing Machine for Ceylon Plywoods Corporation. December 10. E.S.B. 32452/65.*

(179/65) Cranes for Colombo Port Commission. November 3. E.S.B. 32448/65.

(180/65) Electrical Installation for Department of Government Electrical Undertakings. October 26. E.S.B. 32451/65.

(180/65) Sizing Materials for Department of Rural Development and Small Industries. October 15. E.S.B. 32450/65.

(180/65) Pharmaceuticals for Ministry of Health. November 30. E.S.B. 32449/65.*

(176/65) Transmission and Distribution Scheme for Ministry of Land, Irrigation and Power. December 14. E.S.B. 31671/65.

COLOMBIA

(179/65) Cables for Central Hidroelectrica de Caldas, S.A. September 30. E.S.B. 32473/65.

(177/65) Steel Towers for El Instituto de Aprovechamiento de Aguas y Fomento Electrico. October 14. E.S.B. 32061/65.

Empresas Muncipales de Cucuta:

(177/65) Water Purification Plant. October 18. E.S.B. 32065/65.

(177/65) Pumping Equipment. October 13. E.S.B. 32064/65.

(177/65) Slaughterhouse Equipment for Municipality of Pasto. (Advance Information.) Closing date not known. E.S.B. 32066/65.

COSTA RICA

Caja Costarricense de Seguro Social:

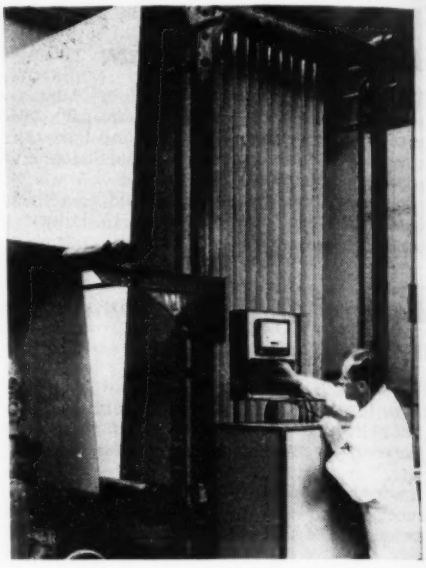
(180/65) Fire Extinguishers. October 5. Tender documents (in Spanish) available. E.S.B. 32731/65.*

(180/65) Cleaning Appliances. October 4. E.S.B. 32730/65.*

(180/65) Air Conditioners. October 6. Tender documents (in Spanish) available. E.S.B. 32732/65.*

(181/65) Laboratory Equipment and Chemicals. September 29. E.S.B. 32709/65.*

(176/65) Steel Poles for El Instituto Costarricense de Electricadad. September 29. Tender documents (in Spanish) available. E.S.B. 31691/65.*



Fabric used in the manufacture of fire resistant 'Pluvicor' conveyor belting undergoing a moisture test at the Leyland Lancs., factory of BTR Industries Limited. Orders for over nine miles of this type of belt, for export to Canada, have recently been secured.

UNITED ARAB REPUBLIC (EGYPT)

(179/65) Milling Machinery for General Organization for Flour Mills, Rice Mills and Bakeries. November 18. E.S.B. 32446/65.*

(178/65) Biscuit Making Plant and Machinery for General Organization for the Industrial Plan. December 27. E.S.B. 32237/65.*

(180/65) Radio Equipment for Ministry of Communications. December 11. E.S.B. 32447/65.*

ETHIOPIA

Central Medical Stores Corporation:

(180/65) Pharmaceuticals; Insecticides. October 15. E.S.B. 32490/65.*

(180/65) Laboratory and Surgical Equipment. November 10. E.S.B. 32662/65.*

FINLAND

(177/65) Road and Bridge Construction for National Board of Public Roads and Waterways. Pre-qualification information required by October 18. E.S.B. 32212/65.*

FORMOSA

Central Trust of China:

(176/65) Punch Cards. October 4. E.S.B. 31696/65.*

(176/65) Platinum Catalyst Gauze. September 30. E.S.B. 32008/65.*

(176/65) Bulldozer. September 30. E.S.B. 32009/65.*

(176/65) Pumps; Air Blower. September 29. E.S.B. 31695/65.*

(176/65) Grain. September 29. E.S.B. 32006/65.*

(177/65) Circuit Breakers. October 2. E.S.B. 31698/65.*

(*Continued on page* 643)

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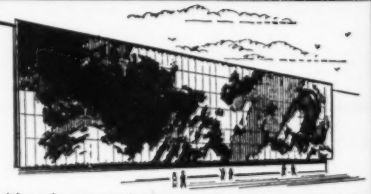

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(176/65) Steel Rails. September 29. E.S.B. 32003/65.*
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(180/65) Switchgear. October 5. E.S.B. 32737/65.*
(180/65) Railway Signal System. October 28. E.S.B. 32740/65.*
(180/65) Highway Crossing Signal Installations. October 28. E.S.B. 32741/65.*

FRANCE

Supreme H.Q. Allied Powers Europe:
(178/65) Vehicles. October 6. E.S.B. 31748/65.*
(179/65) Road Vehicles. September 30. E.S.B. 32435/65.*
(179/65) Electronic Equipment. October 15. E.S.B. 32431/65.*

FEDERAL REPUBLIC OF GERMANY

(176/65) Istotope Filters for Gesellschaft Fuer Kernforschung MBH. (Pre-qualification Information.) October 1. E.S.B. 32076/65.

GREECE

(180/65) Sulphur for Agricultural Bank of Greece. October 11. E.S.B. 32746/65.*
(180/65) X-ray and Dental Films for Institute of Social Insurance. September 30. E.S.B. 32745/65.*
Ministry of Trade:
(178/65) Air Conditioning Equipment. October 4. E.S.B. 32271/65.*
(180/65) Truck. September 29. E.S.B. 32748/65.*
(181/65) Demonstration Desks. October 1. E.S.B 32747/65.*
(181/65) Kitchen Equipment. October 13. E.S.B 32749/65.*
(179/65) Paper. September 29. E.S.B. 32265/65.*
(179/65) Drilling Equipment; Pumps. October 8. E.S.B. 32267/65.*

HONG KONG

Stores Department:
(180/65) Gas Cooking Utensils. October 1. E.S.B. 32720/65.*
(180/65) Cleansing Powder. October 15. E.S.B. 32721/65.*
Tender Board:
(177/65) Electric Fans. October 22. E.S.B. 32068/65.*
(180/65) Radio Equipment. October 1. E.S.B. 32722/65.*

INDIA

(177/65) Transformers for Andhra Pradesh State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 31310/65.*
(178/65) Grinders for Atomic Energy Establishment, Trombay. October 8. E.S.B. 32239/65.
Bombay Port Trust:
(177/65) Anchor Cable. October 6. E.S.B. 31675/65.
(177/65) Wire Rope. October 6. E.S.B. 31674/65.
(177/65) Ash Handling Plant for Calcutta Electric Supply Corporation Ltd. September 29. E.S.B. 32075/65.
(177/65) Fire Trailer Pumps for Government of Kerala, Fire Force Department. September 30. E.S.B. 32210/65.
Directorate General Supplies and Disposals:
(181/65) Permanent Way Materials. October 28. E.S.B. 32765/65.*
(180/65) Testing Equipment. October 12. E.S.B. 32458/65.*
(179/65) Capstan Lathe. (Further Information.) E.S.B. 31384/65.*
(178/65) Cable. October 12. E.S.B. 32215/65.*
(178/65) Metal Spraying Plant. October 21. E.S.B. 32214/65.*
(177/65) Chemical Plants and Machinery for The Hindustan Organic Chemicals Ltd. Closing dates now October 6 and 15. E.S.B. 25282/65.*
(181/65) Catalyst for Indian Drugs and Pharmaceuticals Ltd. September 29. E.S.B. 32774/65.*
Indian Oil Corporation Ltd.:
(180/65) Pumping Set. September 30. E.S.B. 32491/65.*
(180/65) Pumps for Indian Oil Corporation Ltd. September 30. E.S.B. 32763/65.*
(177/65) Pipes and Fittings for Kerala State Electricity Board. September 30. E.S.B. 32073/65.
Madras State Electricity Board:
(177/65) Switch Gear. October 30. E.S.B. 32071/65.
(177/65) Insulators and Accessories. Re-issue of Tender. Closing date now September 17. E.S.B. 23387/65.*
(177/65) Tunnel Construction. September 29. E.S.B. 32072/65.
(177/65) Isolators and Switches for Mysore State Electricity Board. October 12. E.S.B. 32211/65.*
(180/65) Cables for National Mineral Development Corporation Ltd. October 7. E.S.B. 32474/65.
(178/65) Zinc Recovery Plant for Posts and Telegraphs Workshops. November 15. E.S.B. 32365/65.
(176/65) Canal Head Regulator for Public Works Department, Gujarat. October 1. E.S.B. 31676/65.
(180/65) Construction Project for Public Health Circle, Rajkot. October 15. E.S.B. 32472/65.
(180/65) Sulphur for Singareni Collieries Co. Ltd. September 30. E.S.B. 32764/65.
(177/65) Cables for U.P. State Electricity Board. (Further Information.) Tender documents now available. E.S.B 30302/65.*

IRAN

Iran Factories Corporation:
(178/65) Steel Bands and Joints. October 16. E.S.B. 32233/65.*
(178/65) Paper; Adhesive Tape. October 9. E.S.B. 32234/65.*

IRAQ

Minister of Communications:
(179/65) Steel Bridges. October 23. E.S.B. 32420/65.
(179/65) Road Construction. October 9. E.S.B 32423/65.
(179/65) Chemicals for General Drugs and Chemicals Imports and Distribution Co. October 14. E.S.B. 32412/65.*
(179/65) Pinewood for Iraqi Ports Administration. September 30. E.S.B. 32421/65.
(178/65) Canal Construction for Ministry of Agrarian Reform. (Further Information.) Tender documents and drawings now available. E.S.B. 30907/65.*
Posts, Telegraphs and Telephones Administration:
(179/65) Telephone Line Construction Tools. October 16. E.S.B. 32426/65.
(179/65) Line Equipment. December 14. E.S.B. 32415/65.*
(179/65) Cable. September 29. E.S.B. 32414/65.*
Ministry of Defence:
(177/65) Dry Battery Parts. (Further Information.) E.S.B. 19323/65.*
(177/65) Dry Battery Materials. (Further Information.) E.S.B. 19324/65.*
(179/65) Clothing Factory Machines. November 6. E.S.B. 32418/65.
(179/65) Globes (Geographical) for Ministry of Finance. October 7. E.S.B. 32413/65.*
Ministry of Municipal and Rural Affairs:
(179/65) Water Supply Scheme. November 16. E.S.B. 32424/65.
(179/65) Loose Hemp Rope. October 5. E.S.B. 32425/65.
(179/65) Electrical Meters. October 5. E.S.B. 32427/65.
(179/65) Water Tanks. December 2. E.S.B. 32419/65.
(179/65) Water Supply Scheme. December 7. E.S.B. 32428/65.
(179/65) Water Supply Scheme. (Further Information.) Closing date postponed to October 5. E.S.B. 20213/65.
Ministry of Oil:
(179/65) Welding Machines. October 9. E.S.B. 32409/65.*
(179/65) Garage Equipment. October 10. E.S.B. 32410/65.*
(179/65) Petrol Tankers and Trailers. October 27. E.S.B. 32411/65.*

IRISH REPUBLIC

(180/65) Water Supply Improvement Scheme for Ballyshannon Water Supply (No. 2) Improvement Scheme, Donegal County Council. October 29. E.S.B. 32671/65.
(180/65) Sewerage Schemes for Donegal County Council. November 19. E.S.B. 32497/65.

JORDAN

(177/65) Hydraulic Steel Structures for Jordan River and Tributaries Regional Corporation. Closing date for registration September 30. E.S.B. 26941/65.

KENYA

County Council of Kisigie:
(180/65) Stationery. (Further Information.) Tender documents now available. E.S.B. 32252/65.*
(178/65) Stationery. October 7. E.S.B. 32252/65.

KUWAIT

Central Tenders Committee:
(177/65) Uniforms. October 9. E.S.B. 32080/65.
(177/65) Teleprinters. October 6. E.S.B. 32082/65.
(177/65) Radio Telephone Equipment. October 6. E.S.B. 32083/65.
(177/65) Telex Exchange. October 6. E.S.B. 32084/65.
Ministry of Electricity and Water:
(178/65) Construction of Reservoirs. November 6. E.S.B. 32261/65.*
(178/65) Cable. October 5. E.S.B. 32262/65.*
(178/65) Refrigerators and Spares. October 3. E.S.B. 32260/65.*

LEBANON

(176/65) Public Address Equipment for Ministry of Public Works and Transport. October 4. E.S.B. 32025/65.*

LIBYA

(178/65) Road Construction for Ministry of Communication. October 4. E.S.B. 32024/65.
(178/65) Electrical Equipment for Ministry of Public Works. October 18. E.S.B. 32277/65.

MALAYSIA

(177/65) Laboratory and Survey Apparatus for Education Department, Pahang. September 10. E.S.B. 32235/65.

MOZAMBIQUE

Ports, Railways and Transport Department:
(181/65) Electrical Equipment. October 13. E.S.B. 32785/65.
(181/65) Upholstery Materials. September 29. E.S.B. 32784/65.

NEW ZEALAND

Electricity Department, Wellington:
(179/65) Crane. November 16. E.S.B. 32487/65.*
(180/65) Transformers. November 2. E.S.B. 32486/65.*
(177/65) Current Limiting Reactors for Electricity Department, Dunedin. November 5. E.S.B. 32093/65.*
General Post Office:
(178/65) Insulator Spindles. October 1. E.S.B. 32250/65.*
(179/65) Food Mincer. September 30. E.S.B. 32440/65.*
(179/65) Hygrometers. October 8. E.S.B. 32441/65.*
(180/65) Potentiometers and Resistors. October 8. E.S.B. 32494/65.*
(180/65) Wire. October 7. E.S.B. 32495/65.*
(180/65) Lamps. October 14. E.S.B. 32496/65.*
Municipal Electricity Department, Christchurch:
(176/65) Cable. September 30. E.S.B. 32014/65.*
(176/65) Cable. September 30. E.S.B. 32013/65.*
(176/65) Underground Cable. September 30. E.S.B. 32015/65.*
(176/65) Aluminium Conductors. October 12. E.S.B. 32012/65.*
(180/65) Steel Tyres and Wheels for New Zealand Railways. October 20. E.S.B. 32488/65.*

NIGERIA

(178/65) Construction of a Power Station for Electricity Corporation of Nigeria, London S.E.1. October 26. E.S.B. 32243/65.

PAKISTAN

(179/66) Watercoolers; Air-Conditioners; Regfrigerators for Directorate of Industries and Commerce, Lahore. October 1. E.S.B. 32416/65.
(178/65) Shipment of Cement for Directorate of Supply. October 4. E.S.B. 32056/65.
(178/65) Transmission Lines for East Pakistan Water and Power Development Authority. (Advance Information.) E.S.B. 32227/65.
Karachi Port Trust:
(179/65) Pipe Bending Machine. October 5. E.S.B. 32445/65.
(176/65) Civil Engineering Project. November 25. E.S.B. 32010/65.
(177/65) Tyres and Tubes for West Pakistan and Power Development Authority. September 30. E.S.B. 32055/65.

PANAMA

(179/65) Sub-Station Equipment and Accessories for Instituto de Recursos Hidraulicas y Electrification October 29. E.S.B. 32293/65.*

PERU

(176/65) Road Re-Construction for Ministry of Public Works and Development. (Advance Information.) E.S.B. 31946/65.*

PHILIPPINES REPUBLIC

(180/65) Transformers for National Power Corporation. November 2. E.S.B. 32742/65.*

RHODESIA

(180/65) Pump for City Engineers Department, Salisbury. October 19. E.S.B. 32755/65.*

AIR-INDIA

A BOEING A DAY TO THE U.S.A.

Specialized airfield lighting equipment from the Aviation Division of GEC Overseas Services Ltd. is explained to two engineers from the Chinese People's Republic. The visitors, both from Peking, were among a delegation organized by the Sino-British Trade Council. Here, being shown the intricacies of a Visual Approach Slope Indicator (VASI) unit at GEC's Hirst Research Centre are (left to right) Mr. R. H. T. Alexander, a director of GEC Overseas Services Ltd., Mr. Chen Li-Wei, Mr. H. H. James, manager of GEC's Aviation Division, Mr. Feng Shih-Chang, Mr. C. Y. Liang (from the Chinese Commercial Councillor office in London) and Mr. G. Mainwaring, of the company's lighting laboratories.

Two employees of the Taylor Woodrow Group, 24-year-old John Holdstock (right), assistant civil engineer, and 23-year-old Clifford Knott of the secretarial department, will represent the building and civil engineering industries of Great Britain on 'Operation Maple Leaf', the pilot scheme for Commonwealth Exchange Study visits by young professional and business people sponsored by the Royal Commonwealth Society. The party of 29, drawn from a wide cross-section of commercial and industrial undertakings and the professions, flies from London Airport on September 15 for a three-week tour of Canada.

(180/65) Television Transmitting Equipment for Rhodesia Broadcasting Corporation. (Further Information.) Closing date postponed to November 15. E.S.B. 20091/65.*

(178/65) Hurricane Lamps for Rhodesia Government Tender Board. September 30. E.S.B. 32245/65.*

Rhodesia Railways:

(178/65) Bogie Wagons. October 18. E.S.B. 32244/65.*

(179/65) Railway Wagons. (Further Information.) Closing date postponed to October 25. E.S.B. 30027/65.*

SINGAPORE

(181/65) Laboratory Equipment; Surveying Equipment for Singapore Polytechnic. October 15. E.S.B. 32781/65.

SOUTH AFRICA

Cape Provincial Tender Board:

(179/65) Chalk. October 1. E.S.B. 32294/65.*

(177/65) Cards. September 21. E.S.B. 32042/65.*

(179/65) Abrasive Paper. October 5. E.S.B. 32296/65.*

(179/65) Plastic Material. October 1. E.S.B. 32297/65.*

(179/65) Educational Supplies. October 8. E.S.B. 32298/65.*

(179/65) Road Construction Material. October 1. E.S.B. 32299/65.*

(181/65) Fire Engines for City Council of Pretoria. October 12. E.S.B. 32750/65.*

State Tender Board:

(180/65) Medical Equipment. October 7. E.S.B. 32477/65.*

(180/65) Transistors and Resistors. September 30. E.S.B. 32482/65.*

(180/65) Printing Equipment. October 18. E.S.B. 32466/65.*

(179/65) Medical Requirements. October 8. E.S.B. 32468/65.*

(179/65) Concrete Mixers. September 29. E.S.B. 32470/65.*

(180/65) Ferro-Silicon. October 5. E.S.B. 32476/65.*

(180/65) Machine and Geometrical Models. October 4. E.S.B. 32479/65.*

(180/65) Syringes and Needles. October 4. E.S.B. 32478/65.*

(180/65) Laboratory Equipment. October 7. E.S.B. 32480/65.*

(179/65) Loud Hailers. September 30. E.S.B. 32464/65.

(179/65) Laboratory Equipment. October 4. E.S.B. 32461/65.*

(179/65) Hospital Equipment. October 4. E.S.B. 32462/65.*

Transvaal Provincial Tender Board:

(180/65) Caravans. October 18. E.S.B. 32752/65.*

(177/65) Water Cart Trailers. October 1. E.S.B. 32099/65.*

(177/65) Concrete Mixers. October 1. E.S.B. 32098/65.*

SPAIN

(180/65) Airport Terminal Stations; Batteries for Ministerio del Aire, Madrid. October 2. Closing date is only for the Batteries. E.S.B. 30672/65.*

(176/65) Correspondence Tying Machines for Ministerio de la Goberracion. October 15. E.S.B. 32016/65.

SUDAN

(179/65) Footwear for Department of Stores and Equipment. September 29. E.S.B. 32230/65.*

Sudan Railways:

(178/65) Fluorescent Fittings. October 6. E.S.B. 32229/65.*

(177/65) Lifting Slings and Shackles. (Further Information.) E.S.B. 31348/65.*

(178/65) Automatic Couplers. October 5. E.S.B. 32228/65.*

(177/65) Permanent Way Materials. (Further Information.) E.S.B. 31349/65.*

(181/65) Slotting Machine. October 7. E.S.B. 32738/65.*

SYRIA

(179/65) Locomotives for Syrian Railways. October 14. Tender documents (in French) available. E.S.B. 32429/65.*

THAILAND

(180/65) Radio Receiver-Transmitters for Directorate of Air Engineering. October 21. E.S.B. 32483/65.*

(178/65) Structural Steel for Royal Irrigation Department. October 5. E.S.B. 32255/65.*

(180/65) Diesel Locomotives for State Railway of Thailand. January 11. E.S.B. 32485/65.

(178/65) Oil Circuit Recloser for Yanhee Electricity Authority. September 30. E.S.B. 32253/65.*

TRINIDAD

(178/65) Switchgear for Trinidad and Tobago Electricity Commission. September 30. E.S.B. 32236/65.

Ministry of Health and Housing:

(177/65) Antibiotics. October 8. E.S.B. 32052/65.*

(177/65) Surgical Dressings. October 8. E.S.B. 32050/65.*

(177/65) Hospital Equipment. October 8. E.S.B. 32051/65.*

(*Continued on page* 647)

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Reply in confidence to Box No. S6180, *Board of Trade Journal*, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

TRANSLATIONS

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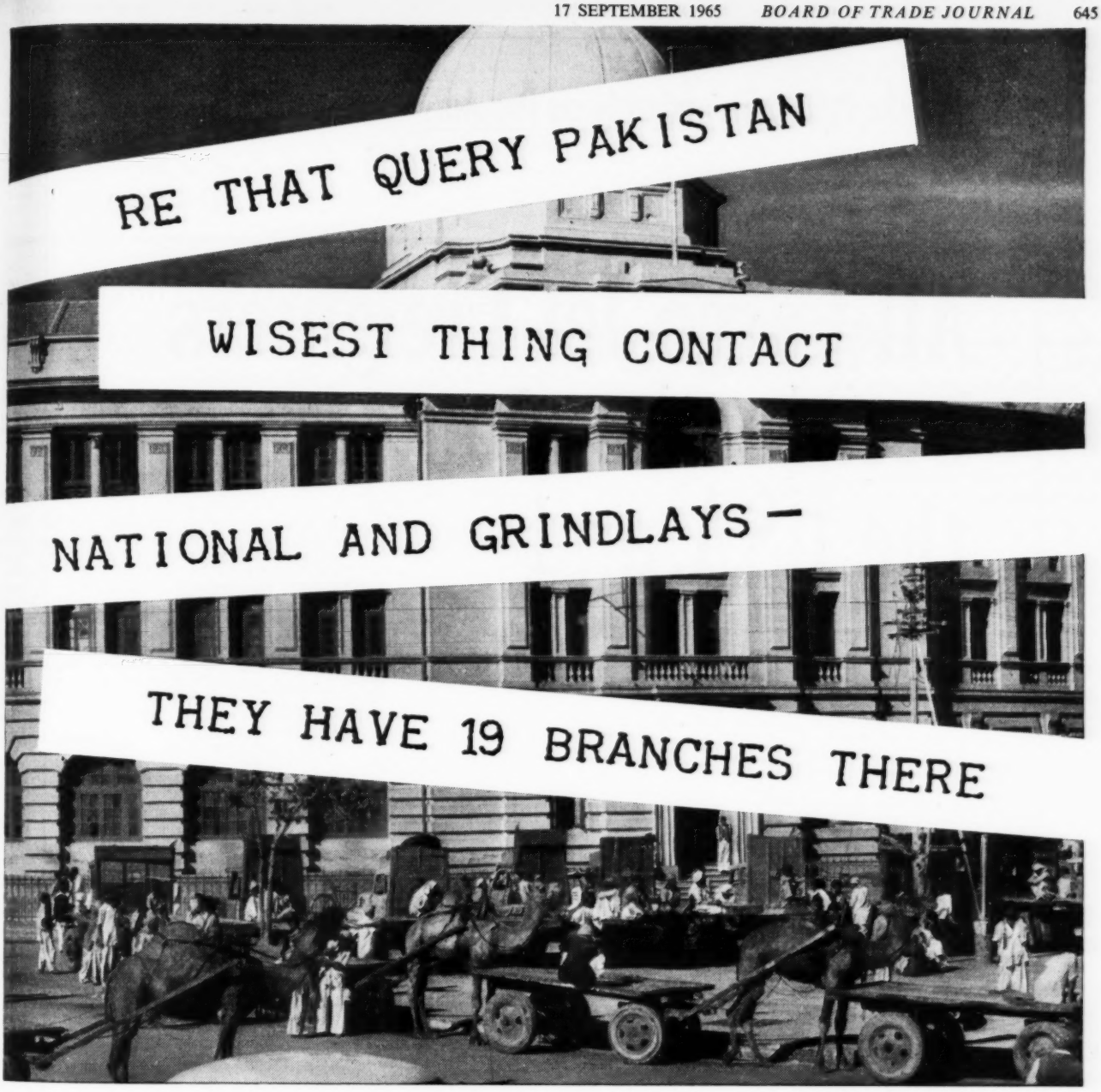

The first step to market information on Pakistan is to take a note of the name and address of the bank that lives there.

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* Optional stop

(177/65) Pharmaceuticals. October 8. E.S.B. 32045/65.*
(177/65) Medicines. October 8. E.S.B. 32046/65.*
(177/65) Medical Supplies. October 8, E.S.B. 32047/65.*
(177/65) Laundry Materials. October 8. E.S.B. 32048/65.*
(177/65) Dispensary Supplies. October 8. E.S.B. 32049/65.*
(177/65) Sulpha Drugs. October 8. E.S.B. 32053/65.*

URUGUAY

State Oil Refinery:
(180/65) Fluorescent Bulbs and Tubes. October 15. E.S.B. 32762/65.
(180/65) Cellulose. October 14. E.S.B. 32760/65.
(181/65) Tractor. October 14. E.S.B. 32761/65.

VIETNAM

Central Purchasing Authority:
(180/65) Dredger Spare Parts. October 1. E.S.B. 32733/65.*
(180/65) Timber. October 1. E.S.B. 32734/65.*

ZAMBIA

Central Supply and Tender Board:
(177/65) Wire. October 1. E.S.B. 32097/65.*
(179/65) Testing Equipment. October 8. E.S.B. 32284/65.*
(179/65) Telephone Cross Arms. October 8. E.S.B. 32285/65.*

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.
The number in brackets indicates the Bulletin in which published.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Argentina
(176/65) Manufacture under licence – cosmetics and allied lines. E.S.B. 31554/65.

Australia
(176/65) Inquiry for light engineering specialities. E.S.B. 31241/65.
(176/65) Inquiry for bubble gum. E.S.B. 31485/65.
(177/65) Inquiry for insulating materials. E.S.B. 20533/65.
(178/65) Inquiry for abattoir equipment; agricultural equipment; compressed air powered dehiders; dry rendering plant and equipment. E.S.B. 31994/65.
(180/65) Agency inquiry for contractor's plant; cranes; diesel engines; quarry plant. E.S.B. 32635/65.
(180/65) Inquiry for iron ore development project. E.S.B. 32605/65.

Bermuda
(181/65) Inquiry for playground equipment; tents. E.S.B. 31929/65.

Bolivia
(177/65) Agency inquiry for artificial yarns and fibres. E.S.B. 30874/65).
(179/65) Agency inquiry for tractors. E.S.B. 9429/65.

British Honduras
(178/65) Inquiry for abattoir plant and equipment; packing and canning plant and materials; structural building materials. E.S.B. 31899/65.

Canada
(177/65) Inquiry for tiles. E.S.B. 32140/65.
(178/65) Agency inquiry for gear hobs; saw blades. E.S.B. 32167/65.
(178/65) Inquiry for sprockets. E.S.B. 32193/65.
(179/65) Agency inquiry for disposable equipment and rubber supplies for hospitals. E.S.B. 32566/65.
(180/65) Inquiry for parts for aluminium manufacturing industry. E.S.B. 32135/65.

Chile
(179/65) Inquiry for language laboratories and other educational aids. E.S.B. 30516/65.

Columbia
(176/65) Inquiry for valves and controls. E.S.B. 31482/65.

Costa Rica
(176/65) Inquiry for shoe-spikes. E.S.B. 31154/65.
(181/65) Terms and conditions of tenders. E.S.B. 32971/65.
(181/65) Inquiry for radio transmitters. E.S.B. 32603/65.

Dubai
(179/65) Agency inquiry for cosmetics; drugs and medicines; hospital equipment and appliances. E.S.B. 31725/65.

Egypt
(181/65) Inquiry for forage drying plant. E.S.B. 32845/65.

Ethiopia
(179/65) Inquiry for beekeeping equipment. E.S.B. 30810/65.

Fiji
(180/65) Agency inquiry for electric light fixtures and fittings. E.S.B. 5387/65.

Finland
(176/65) Agency inquiry for toys and hobby articles. E.S.B. 31813/65.
(176/65) Inquiry for mirrors. E.S.B. 31918/65.
(179/65) Agency inquiry for cotton poplin materials and shirtings; artificial silk lining materials; medium-class worsted materials. E.S.B. 32549/65.

Formosa
(177/65) Inquiry for hydrological and associated meteorological equipment. E.S.B. 31136/65.

France
(176/65) Agency inquiry for aluminium roofing; irrigation equipment; plastic sheeting; refrigerated storage tanks. E.S.B. 31427/65.
(176/65) Agency inquiry for foam rubber. E.S.B. 31871/65.
(177/65) Agency inquiry for machine tools. E.S.B. 31836/65.
(177/65) Agency inquiry for domestic appliances; radios; refrigeration and air conditioning equipment. E.S.B. 31727/65.

Germany, Federal Republic of
(176/65) Agency inquiry for semi-finished metal products. E.S.B. 31546/65.
(176/65) Inquiry for batteries. E.S.B. 24173/65.
(177/65) Agency inquiry for knitwear; suitings. E.S.B. 31806/65.
(177/65) Inquiry for hardware; household goods; giftware; glass and porcelainware; domestic electrical equipment. E.S.B. 31155/65.
(179/65) Agency inquiry for pewter ware. E.S.B. 32560/65.
(181/65) Import opportuntiy (dated September 3, 1965). C.R.E. 158/62.

Hong Kong
(177/65) Inquiry for hydraulic presses. E.S.B. 32106/65.
(180/65) Agency inquiry for pharmaceutical chemicals and preparations. E.S.B. 32675/65.
(180/65) Agency inquiry for boilers. E.S.B. 32926/65.

Iran
(176/65) Agency inquiry for turbine and submersible electric pumps. E.S.B. 31498/65.
(178/65) Inquiry for agricultural tractors; earth-moving equipment. E.S.B. 32337/65.

Iraq
(176/65) Agency inquiry for industrial chemicals. E.S.B. 31909/65.

Italy
(180/65) Inquiry for zinc sheets. E.S.B. 32893/65.

Jamaica
(176/65) Inquiry for furniture hardware and accessories; wheels. E.S.B. 31937/65.
(178/65) Agency inquiry for nuts, bolts, and washers; trucks; wire. E.S.B. 32312/65.
(179/65) Agency inquiry for castors; domestic tinware. E.S.B. 32117/65.
(180/65) Inquiry for pails; chamber pots; bed pans. E.S.B. 32840/65.
(180/65) Agency inquiry for contractor's plant; structural steel. E.S.B. 32918/65.

Japan
(176/65) Agency inquiry for worsted fabrics. E.S.B. 29277/65.
(178/65) Inquiry for precious stones. E.S.B. 32128/65.
(179/65) Agency inquiry for light machinery; machine tools. E.S.B. 28370/65.
(181/65) Agency inquiry for measuring and control equipment. E.S.B. 32383/65.

Jordan
(178/65) Inquiry for hosiery; motor car spare parts; overcoats; perfumes. E.S.B. 24625/65.

Kenya
(176/65) Inquiry for handbag frames; leather tanning and working machinery; sewing and clicking machines; slide fasteners. E.S.B. 30853/65.
(179/65) Inquiry for cigarette cases; handbag frames and fittings; leather tanning and working machinery and equipment. E.S.B. 31940/65.
(180/65) Inquiry for silk screen printing machines. E.S.B. 32678/65.

Lebanon
(176/65) Agency inquiry for worsted cloth. E.S.B. 31793/65.
(179/65) Inquiry for contractor's plant; diesel engines; engineering equipment, etc. E.S.B. 24395/65.

Malta
(179/65) Inquiry for foodstuffs of all kinds; glass tumblers. E.S.B. 32362/65.

Morocco
(176/65) Inquiry in respect of development projects – further information. E.S.B. 24401/65.

New Zealand
(177/65) Agency inquiry for coatings; piece-goods. E.S.B. 30116/65.
(179/65) Agency inquiry for floor covering. E.S.B. 12240/65.
(181/65) Agency inquiry for talc. E.S.B. 33104/65.

Nigeria
(177/65) Inquiry for hardware. E.S.B. 31507/65.

Norway
(177/65) Inquiry for valves and packings for solvents. E.S.B. 16040/64.

Portugal
(180/65) Agency inquiry for fan belts for cars. (E.S.B. 32821/65.
(181/65) Agency inquiry for scientific instruments. E.S.B. 32650/65.

Rumania
(179/65) Inquiry for airport communication equipment. E.S.B. 32195/65.

Saudi Arabia
(178/65) Inquiry for supplies for the manufacture of uniforms. E.S.B. 32141/65.
(180/65) Inquiry for paints; steel water pipes. E.S.B. 32867/65.

South Africa
(176/65) Inquiry for Brazilian coffee; cigars; glassware; hotel and catering equipment; sporting goods. E.S.B. 31890/65.
(179/65) Agency inquiry for plastic tablecloths and curtaining. E.S.B. 31291/65.
(180/65) Agency inquiry for sports equipment and allied products. E.S.B. 32685/65.
(181/65) Market report on high-fidelity equipment. E.S.B. 4777/64.

Sudan
(178/65) Inquiry for date processing and packing machinery. E.S.B. 32156/65.
(180/65) Inquiry for biscuits. E.S.B. 32832/65.

Sweden
(179/65) Agency inquiry for garden tools and horticultural equipment. E.S.B. 15207/65.

Switzerland
(176/65) Agency inquiry for clothing; sports wear. E.S.B. 31801/65.
(178/65) Inquiry for paper. E.S.B. 32352/65.
(179/65) Agency inquiry for offset printing machines. E.S.B. 32197/65.

Tanzania
(181/65) Inquiry for baking powder; custard powder; starch. E.S.B. 8994/65.

Trucial States
(176/65) Inquiry for general merchandise. E.S.B. 31442/65.

Uganda
(177/65) Agency inquiry for belting. E.S.B. 32173/65.
(178/65) Inquiry for steel pressings for sinks. E.S.B. 32186/65.
(178/65) Inquiry for frozen poultry. E.S.B. 32150/65.
(179/65) Inquiry for men's clothing. E.S.B. 32584/65.

United States of America
(176/65) Inquiry for wool. E.S.B. 31889/65.
(176/65) Inquiry for marine shirts. E.S.B. 19583/65.
(177/65) Inquiry for botanical flavourings. E.S.B. 31999/65.
(177/65) Inquiry for plastic hosing. E.S.B. 32162/65.
(178/65) Inquiry for chintz. E.S.B. 32160/65.
(178/65) Inquiry for air speed indicators. E.S.B. 31843/65.
(178/65) Inquiry for hotel construction. E.S.B. 32127/65.
(179/65) Inquiry for floor covering; glass. E.S.B. 32548/65.
(179/65) Inquiry for incinerators; locks; photo-engraving supplies; school supplies; swimming pool supplies and equipment; timing mechanisms. E.S.B. 31969/65.
(180/65) Inquiry for copper tube. E.S.B. 32902/65.
(180/65) Inquiry for fence posts. E.S.B. 32908/65.
(180/65) Inquiry for pocket paging systems. E.S.B. 32690/65.
(181/65) Inquiry for milling cutters. E.S.B. 32966/65.

Zambia
(178/65) Inquiry for foodstuffs; floor coverings; furniture; liquor; machinery for small industries; mattresses and mattress ticking; metal; textiles. E.S.B. 31570/65.

Export Tours

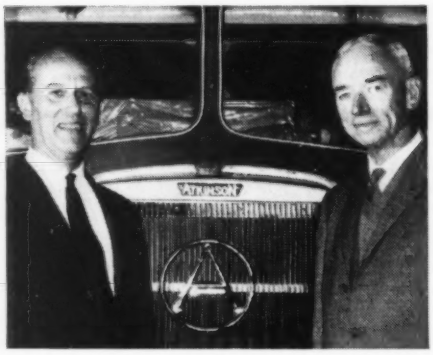
Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the Board of Trade Journal *of August 27. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page viii of August 27 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Ross Group on Far East export trail

Ross Group, the £27 million British Food company, is launching a campaign to boost frozen food sales in the Far East. On September 27 Mr. Philip Appleyard, managing director of Ross Group's International Division, will leave Britain on an 18-day sales mission covering about 20,000 miles. Before flying to the Far East he will visit Washington and New York in connection with the Group's exports to the United States of frozen shrimps and lobster tails.

He will start his sales campaign in the Far East at the British Exhibition in Tokyo and then visit South Korea, Formosa, the Philippines, Hong Kong, Bangkok, Singapore, Ceylon and India. Mr. Appleyard commented: 'We are quite sure we can compete in price and quality with the Americans, who seem to have the lion's share of the Far East frozen food market.'

Before returning home he will call at Bahrain for discussions on the Group's Arabian Gulf shrimp fishing venture, which is scheduled to start operations by the end of the year. As part of its Far East sales campaign Ross Group's International Division recently opened an office in Hong Kong.



Mr. Peter M. Yates, managing director of Atkinson Vehicles Ltd., who left London on August 30 to visit South Africa, Rhodesia and Portugal on a selling trip, is seen here (left) with overseas visitor Mr. W. J. King, chairman of Diesel Industries Pty. Ltd., Atkinson's subsidiary company in Australia. Mr. King recently visited the Preston HQ factory to discuss increased exports to Australia.

Food talks in Germany

Mr. James B. Davidson, commercial manager of W. A. Baxter & Sons Ltd., Fochabers, Morayshire, Scotland, is to spend ten days at the end of September discussing future trading plans with agents and customers in Germany and France.

The Morayshire company has in recent years built up an international reputation for its canned Highland delicacies. Game – pheasant, grouse and venison – in wine jellies and in soups, heather honey, cranberry sauce and jelly, haggis and whisky-flavoured marmalade are just a few of the traditional Highland dishes put in tins by Baxters. The company exports about 25 per cent of its output, and its Scottish Fare Banquets have been a feature of many overseas exhibitions and trade fairs.

Mr. Davidson arrives in Cologne on September 24 and stays until September 29. He will visit the company's agent, Mr. N. J. Ravenborg, Standard Ubersee, Handels GmbH, Hamburg, before travelling on to Paris, where he will stay until October 2.

Visit to Scandinavia

Mr. E. C. Neate, managing director of Preformed Line Products (Great Britain) Limited, Andover, Hants., left on August 29 for a trip to Scandinavia to meet the company's agents and engineers of the power industry, postal and telecommunications departments and the railways. He will be calling at Helsinki, Stockholm, Oslo and Copenhagen.

Nine countries in eleven weeks

Mr. A. E. Carrodus, sales director of Petters Ltd., a Hawker Siddeley company, left on September 16 for an extensive overseas tour of nine countries in 11 weeks with calls upon agencies and Hawker Siddeley International depots. The countries to be visited are the United States, Canada, Fiji, New Zealand, Australia, Malaysia, Hong Kong, Japan and Thailand.

Petters claim that exports of all products from both their Staines and Hamble factories form a high proportion of production, 80 per cent of orders received being destined for overseas. During a typical week despatches are made to over 40 countries.

List of British Commercial Representatives Overseas

THE FOLLOWING are amendments to the list of British Commercial Representatives Overseas which was published in the *Board of Trade Journal* on August 27.

ARGENTINA

Delete (Telex BA 350 a/b Prodroba). *Insert* (Telex 201-1666 a/b Prodroba).
The rest of the entry remains unchanged.

DAHOMEY

Inquiries for Dahomey should now be addressed to:
First Secretary and Head of Chancery, Boulevard Circuloire, BP 892, LOME, Republic of Togo. (Tel. 2085).

DENMARK

COPENHAGEN – At the end of the entry *add* (Telex 2051-9460 a/b Prodrome KH).
The rest of the entry remains unchanged.

GERMANY

BONN – At the end of the entry *add* (Telex 203-886887 a/b 886887 BR IMF DM)
DUSSELDORF – *Delete* (Telex 8-584855 a/b Combrit). *Insert* (Telex 203-8-584855 a/b Comb D).
MUNICH – *Delete* (Tel. 338245/6/7). *Insert* (Tel. 348094 or 348095).

HONG KONG

Delete Mr. M. F. J. Hannam, The Senior Trade Commissioner, British High Commission. *Insert* Mr. M. P. V. Hannam, Principal British Trade Commissioner.
The address and telephone number remain unchanged.

INDIA

MADRAS – *Delete* Mr. T. Duffy. *Insert* Mr. H. F. Codling.
The rest of the entry remains unchanged.

ITALY

MILAN – *Delete* (Telex 2023-31528 a/b Britain). *Insert* (Telex 2023-31528 a/b Britain 31528).
The rest of the entry remains unchanged.

MOCAMBIQUE

BEIRA – *Delete* (VC). *Insert* (C).
The rest of the entry remains unchanged.

NETHERLANDS

THE HAGUE – *Delete* (Telex 2021-31600 a/b Prodrome). *Insert* (Telex 2021-31600 a/b Prodrome Hague).
The rest of the entry remains unchanged.

SPAIN

MADRID – *Delete* (Telex 7656 a/b Prodrome Madrid). *Insert* (Telex 29-7656 a/b Prodrome Madrid).
The rest of the entry remains unchanged.

SOUTH AFRICA

CAPETOWN – *Delete* (Telex CX 7447 a/b Proct). *Insert* (Telex 201-7447 a/b 7447 CT).

SWITZERLAND

GENEVA – *Delete* (Telex 2052-22956/7 a/b Prodrome). *Insert* (Telex 2052-22956/7 a/b Prodrome Gve-A/Gve-B).
The rest of the entry remains unchanged.

UNITED STATES

SAN JUAN – *Delete* from the address PO Box 1307, San Juan, Puerto Rico 00902. *Insert* 149 Paseo de Covadonga, PO Box 1307, San Juan, 2, Puerto Rico.
The telephone number remains unchanged.

VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

LETTERS OF APPRECIATION

The letters quoted below have been sent by United Kingdom businessmen to home or overseas officers expressing appreciation for their help.

VIENNA

Thank you for your letter to this department. The information you have provided is most comprehensive and we thank you for the effort you have made to assemble it.

Hawker Siddeley International Ltd., London.

STOCKHOLM

I am particularly indebted to you for your kindly reception and for the trouble which you took on my behalf. We are now in a position to proceed with our new arrangements in Stockholm.

The Westburn Sugar Refineries Ltd., Greenock.

On behalf of my company, I wish to acknowledge my great appreciation and thanks in respect of valuable services and co-operation rendered both by the staff of the *Board of Trade Journal* in London and also by the commercial section of the British Embassy in Stockholm, which enabled me to present my boutique collection at a press conference on a recent visit.

I greatly appreciate such valuable services in promoting the export of British goods, and would without hesitation, draw the attention of all export-minded companies, both large and small, to take the best advantage of such privileges.

This visit has resulted in securing substantial orders from many department stores in Sweden and at the same time has given us very important contacts with many group buyers who will shortly be visiting our showrooms in London.

Carnegie Models Ltd., London, W.1.

SAN JOSE, COSTA RICA

Thank you for your letter and for the report prepared by your market officer.

We are most grateful to you for the trouble taken which gives us independent and reliable background information.

Gilbert Gilkes and Gordon Ltd., Kendal, Westmorland.

HONG KONG

Very many thanks for your long and helpful letter. I use the word 'helpful' advisedly, for I have seldom, if ever, received from an overseas post a letter containing so much information and comment apposite to the matter in hand as does yours. I do appreciate the time and trouble you have taken to reply.

E. S. Perry, Limited, Gosport, Hants.

NEW YORK CITY

I would like to thank you for your kindness and courtesy extended to me during my recent visit to your office in New York City.

The assistance rendered to me by your staff was a major contribution to the successful outcome of my trip, and I would like to go on record as stating that the service you offer to potential British exporters to the United States is absolutely superb.

Siebe Gorman and Co. Ltd., Chessington.

Mr. L. F. Hope (wearing jacket), British Trade Commissioner in Singapore, recently opened a school set up in Singapore by Crypton Equipment (MI Group), Bridgwater, Somerset, to train mechanics from all Far East countries in the operation of modern engine, battery and electrical testing equipment. Picture shows Mr. Hope with Mr. J. Ladbrook, manager, and Mr. M. Hornsby, Crypton technical representative, examining the new Dynascope engine tester.

MANILA

I wanted to write this letter of personal thanks to you and your staff for all the help you gave to me during the stay in the Philippines. We are often questioned both by the Press and other businessmen from the Chambers of Commerce regarding the standard of commercial activities of the various embassies and I must say that the help which you gave us was superb.

Rubery Owen and Co. Ltd., London, W.1.

MARSEILLES

We acknowledge with thanks the receipt of your letter reporting on the firm ———. The information you have given us is most interesting and helpful, and we are greatly obliged to you for so promptly supplying it.

Edgar Allen and Co. Ltd., Sheffield.

JOHANNESBURG

I would like to express my sincere thanks to your Commercial Department for the unfailing interest and assistance extended to me during my recent visit to South Africa and indeed, long before that.

I would particularly like to record my gratitude to Mr. ——— who gave me help, encouragement and hospitality, 'above and beyond the call of duty'. This was all the more gratifying since I was able to appoint a first class agent and to do many thousands of pounds worth of business as a result of the appointments and introductions he arranged for me.

My thanks also to the many people at the Consulate General's Office who helped to make my visit enjoyable and successful. I look forward to the opportunity of visiting you again.

Suflex Ltd., London, W.5.

BRUSSELS

Many thanks for all the help that you gave me whilst I was in Brussels – this was very much appreciated – especially as it was my first trip to the Continent.

I am pleased to say that I got a respectable order from ——— and also it seems likely that we will obtain a sizeable order from ———.

I would also like to thank you for the details you gave me regarding agency agreements in Belgium. We were completely unaware of the situation and you may well have saved us a lot of time and trouble.

Venus Pen and Pencil Co. Ltd., London, E.5.

The Board of Trade

1, Victoria Street, London, S.W.1 **(Telephone: Abbey 7877: T.A. Advantage, London, SW1.)** **(Telex No. 25955: Answer Back BOT HQ., London.)**

Secretariat – 1 Victoria Street, London, S.W.1. (Abbey 7877; Telex 25955.)

Accountants' Division – Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757; Telex 25977.)

Bankruptcy Department:
Headquarters: Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757; Telex 25977.)
Official Receiver (High Court): Victory House, Kingsway, London, W.C.2. T.A.: 'Official Receiver, London', (Holborn 7641.)

Board of Trade Advisory Committee – 2 Bunhill Row, London, E.C.1. (Monarch 4071.)

'Board of Trade Journal' – 1 Victoria Street, London, S.W.1. (Abbey 7877, Ext. 2654; Telex 25955.)

Census Office – Lime Grove, Eastcote, Ruislip, Middlesex. (Pinner 8771/0.)

Commercial Relations and Exports Department – 1 Victoria Street, London, S.W.1. T.A.: 'Advantage, London SW1' (Abbey 7877; Telex 25955.)

Companies Inspection and Liquidation Branch – Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757; Telex 25977.)

Companies Registration Office – Companies House, 55/71 City Road, London, E.C.1. (Clerkenwell 9393.)

Companies (Winding-up) Department – Inveresk House, 346 Strand, London, W.C.2. T.A.: 'Concluding, Rand, London.' (Temple Bar 7733.)

Distribution of Industry Division – 1 Victoria Street, London, S.W.1. (Abbey 7877; Telex 25955.)

Enemy Property Branch – 2 Bunhill Row, London, E.C.1. (Monarch 4071.)

Engineering Industries Division – 1 Victoria Street, London, S.W.1. (Abbey 7877; Telex 25955.)

Establishment Division – 1 Victoria Street, London, S.W.1. (Abbey 7877; Telex 25955.)

Export Licensing Branch – Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757; Telex 25977.)

Export Promotion and Fairs Branch – Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. (Abbey 7877; Telex 25955.)

Export Services Branch – Hillgate House, 35 Old Bailey, London, E.C.4. T.A.: 'Exserbra, London EC4' (City 5757; Telex 25977. Answer back BOT Hillgate., London.)

Export Service Bulletin Section – Room H.35, Hillgate House, 35 Old Bailey, London, E.C.4. T.A.: 'Exserbra, London EC4' (City 5757; Ext. 433; Telex 25977.)

Films Branch – 1 Victoria Street, London, S.W.1. (Abbey 7877; Telex 25955.)

Finance Division – Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757; Telex 25977.)

General Department – 1 Victoria Street, London, S.W.1. (Abbey 7877; Telex 25955.)

Import Licensing Branch – Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757; Telex 25977.)

Industries and Manufactures Department – 1 Victoria Street, London, S.W.1. (Abbey 7877; Telex 25955.)

Information Division – 1 Victoria Street, London, S.W.1. (Abbey 7877; Telex 25955.)

Insurance and Companies Department – Sanctuary Buildings, 20 Great Smith Street, London, S.W.1. (Abbey 7877.)

Jute Control P.O. Box 3, Kandahar House, 71 Meadowside, Dundee. Telephone: Dundee 24953

Marine Division St. Christopher House, S.E.1. (Telephone: Waterloo 7999: T.A. "Transminry, London, Telex")

Parliamentary Branch – 1 Victoria Street, London, S.W.1. (Abbey 7877; Telex 25955.)

Patent Office and Industrial Property Department – 25 Southampton Buildings, Chancery Lane, London, W.C.2. T.A.: 'Patoff, London, WC2.' (Holborn 8721.) 51 Regent House, Cannon Street, Manchester, 4. (Blackfriars 3759.)

Registry of Business Names – Companies House, 55/71 City Road, London, E.C.1. (Clerkenwell 9393.)

Shipping Policy Division St. Christopher House, S.E.1. (Telephone Waterloo 7999: T.A. "Transminry, London, Telex")

Solicitor's Department – 1 Victoria Street, London, S.W.1. (Abbey 7877; Telex 25955.)

Standard Weights and Measures Department – 26 Chapter Street, London, S.W.1. (Victoria 7032.)

Statistics Division – 1 Victoria Street, London, S.W.1. (Abbey 7877; Telex 25955.)

Tariff Division – 1 Victoria Street, London, S.W.1. (Abbey 7877; Telex 25955.)

Tariff Division – Duty Remission Branch, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1. (Abbey 7877; Ext. 2975.)

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 423 Oxford Street, W.1 or York House, Kingsway, W.C.2

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Lusaka City contract

An additional £178,000 contract for the construction of a pumphouse and ancillary works as an extension to a previous contract for two reinforced-concrete covered reservoirs has been awarded by the Lusaka City Council of Zambia to The Mitchell Construction Co. (Zambia) Ltd., a member of The Mitchell Construction Kinnear Moodie Group Limited. The total value of the two contracts is £223,000 and the work is due for completion on August 1, 1966.

Closed-circuit television for Spanish vessel

A Marconi Marine export order for a closed-circuit television system to aid the handling of a large vessel in restricted waters was recently negotiated through Empresa Nacional Radio Maritima, S.A., with the Spanish shipowners Refineria de Petroleos de Escombreras, S.A.

The vessel, the 50,000-ton tanker *Calatrava*, delivered to the owners on June 1 by the Spanish shipyard of Astilleros de Cadiz, is the first vessel to be fitted with the new Marconi Marine transistorized automatic camera, the V322A. In addition to the closed-circuit television installation, *Calatrava* is equipped with two of the latest Marconi Marine radars.

Cable plant for Russia

British Insulated Callender's Cables Limited announce that they have signed an important contract to supply to Russia a complete plant of BICC design for the manufacture of mineral insulated electric cables and thermocouples. BICC who have wide experience in the setting up of overseas cable factories obtained this order in the face of international competition.

Germany buys British Xeronic printer

The Xeronic, a high-speed computer output printer, valued at about £100,000, has been ordered by the German insurance company 'Die Zusatzversorgungskasse des Baugewerbes VVaG' in Wiesbaden. The equipment, which will be used with an NCR computer, is to be delivered by Rank Data Systems GmbH, a subsidiary company of the Rank Data Systems Division of The Rank Organisation, in the autumn.

British textile machinery for Poland

The Polish foreign trade enterprise Metalexport has placed orders worth more than £675,000 for British textile machinery, for delivery next year. Peter Brotherhood Ltd., of Peterborough, have orders worth £295,000 for three spinning machines, split and non-split, for delivery during March-June 1966. The other order, worth £381,960, is for nine model MDT-3 light-medium denier draw twisters which Dobson and Barlow Ltd., of Bolton, Lancs., will deliver from April-August 1966.

Successful sales of mobile cranes

British Crane and Excavator Corporation claim to have booked the largest order of any British exhibitor at this year's Poznan Fair. The order includes two Coles diesel-electric 'Ranger' truck cranes, one going to an established customer, Mostostal, and the other to a new customer, Elektrownia.

British Crane and Excavator Corporation claim to export to more than 100 countries. They say they are the world's largest manufacturers of mobile cranes and sell some 50 per cent of their total manufacturing output overseas.

Contract for South African mine winder equipment

AEI Heavy Plant Division has received from Vanderbijl Engineering Corporation, South Africa, for Gold Fields of South Africa Limited, a contract worth £283,000 covering the complete electrical equipment for two 8,500 h.p. Blair multi-rope fully-automatic rock winders to be installed at Kloof Mine.

Million dollar order for power equipment

The English Electric Company's New York organization has received a $1.8 million contract from the Bonneville Power Administration, Oregon, for six extra high voltage autotransformers. The equipment has been ordered for the Dalles power station on the Columbia River and Merle, Oregon.

The transformers will be installed in two 900 MVA, 550 kV, single-phase banks, and will be equipped with on-load tap changers. The equipment will be designed and manufactured by The English Electric Company's Transformer Division at Stafford, and delivery to America will begin in 1967.

£1 million contract for gas-turbine plant

The English Electric Company's Gas Turbine Department at Whetstone, near Leicester, has received an order worth nearly £1 million through the English Electric Company of South Africa (Pty) Ltd., for gas-turbine generating plant for the City Council of Johannesburg. The order is said to be the largest export order for this type of plant yet placed in the United Kingdom and this will also be the first combustion gas-turbine plant to be installed in South Africa.

Scots paper machine for Canadian mills

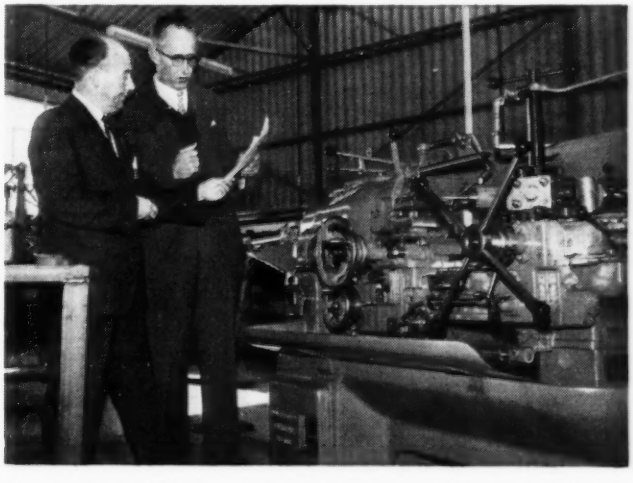
James Bertram of Edinburgh, manufacturers of paper machinery, have won an order to build what is claimed to be the biggest twin-wire paper machine in the world, for Provincial Paper Ltd., of Canada, for installation in their Port Arthur Mills. Bertram's were awarded the contract in association with Millspaugh Ltd., Sheffield, who will provide the suction rolls, drying cylinders, framing, stretchers and two eight-roll calenders. The machine will be delivered at the end of this year.

£24,000 export order for airfield lights

A £24,000 order for airfield lighting equipment for Lungi Airport Freetown, Sierra Leone, has been awarded to the Aviation Division of GEC Overseas Services Ltd. The equipment comprises high intensity runway and approach lighting, inset threshold lighting, taxiway lighting, and a full system of visual approach slope indicators at each end of the main runway.

The main contractors are Watlings Ltd., of Glasgow, the electrical contractors are Drake & Scull Engineering Co. Ltd., of Croydon, and the consulting engineers are Rendell Palmer & Tritton.

Mr. Neil Barton (left), director of Gollin and Company, Sydney, is seen discussing the development of carpet design in Australia, with Mr. J. H. Mellor (centre), design director of Carpet Trades Ltd., Kidderminster, and Mr. W. P. Murison, of W. P. Murison (Pty) Ltd., Melbourne, whose visit to Kidderminster coincided with that of Mr. Barton. Gollin and Company are agents for Carpet Trades Ltd. in Australia.



Mr. A. Dronfield (left), works manager of South Wales Switchgear's main high tension factory at Blackwood, Monmouthshire, photographed during a visit to the new Kempton Park factory of the company's Johannesburg subsidiary, South Wales Electric (Pty.) Limited. With him is Mr. C. G. H. Price, works manager at Kempton Park. Exchange visits are being paid by works executives of the company's South African subsidiaries.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

AUSTRALIA

Tariff Board inquiries

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **whiskey, gin and vodka,** (Tariff Item 22.09).

This reference has been made as a result of representations by local manufacturers.

Details of the Tariff Items under which the above mentioned goods are dutiable, are obtainable from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than September 29.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1., quoting reference No. CRE 7481/65.

The Australian Minister for Customs and Excise has referred to the Tariff Board for inquiry and report:

(1) the question whether **parts and materials for making ladies' handbags** should be admitted into Australia under By-law;
(2) the question whether **Dichlorphenol** should be gazetted under Section 7 of the Customs Tariff (Dumping and Subsidies) Act 1961. Details of the provisions of Section 7 of the above mentioned Act were published in the *Board of Trade Journal* of January 22, 1965 (page 188).

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than September 29.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1., quoting reference Nos. (1) CRE 7485/65 and (2) CRE 7382/65.

More Tariff Board inquiries

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of:

(1) **Drums and parts and accessories for drums** (Tariff Items 92.06.1 and 92.10.3).
(2) **Augers and bits for woodworking** (Tariff Items ex. 82.04.999, ex. 82.05.510 and 690).
(3) **Cycle saddles and parts** (Tariff Items 87.12 and 97.01.2).
(4) **Corrugated plates, sheets or strip** (Tariff Item 39.02.4).
(5) **Glass fibre (including wool), yarns, fabrics and articles therefrom** (Tariff Item 70.20).

References (2), (4) and (5) have been made as a result of representations by local manufacturers.

References (1) and (3) are of Departmental origin.

Details of these Tariff Items are obtainable from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than October 1.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1., quoting reference Nos. (1) CRE 7488/65, (2) CRE 7489/65, (3) CRE 7490/65, (4) CRE 7491/65 and (5) CRE 7492/65.

Tariff changes on crude oil

CHANGES HAVE been made in the Australian Tariff affecting the rates of duty payable on crude oil.

Full details of these changes will be published as soon as possible, and meanwhile may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

(*Continued on page* 655)

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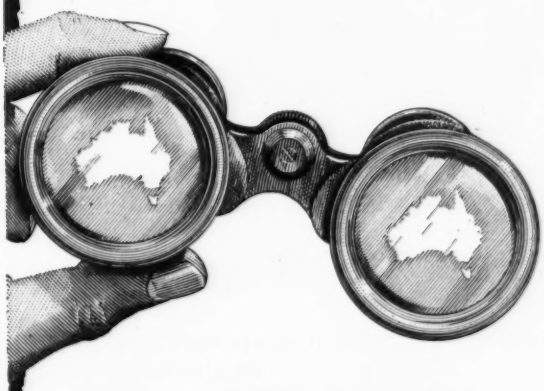

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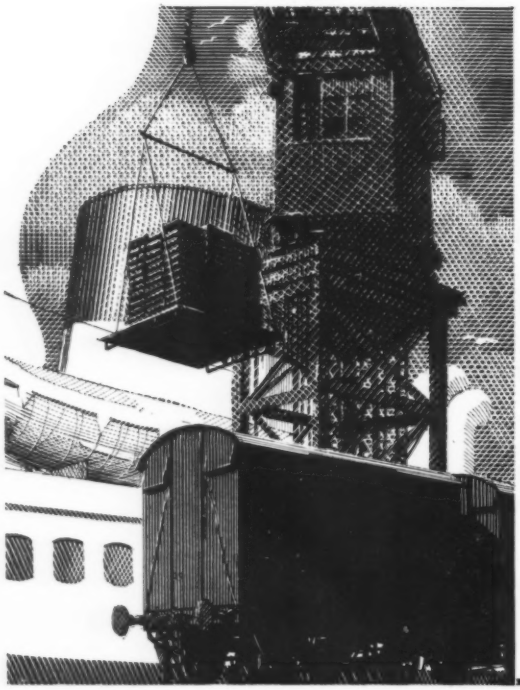

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Details of tariff changes (including temporary duties)

DETAILS are given below of the changes made in the Australian Customs and Excise Tariffs by Customs Tariff Proposals which came into effect respectively on July 1, 1965 (item 16.04.911), August 18, 1965 (items 22.03 to 36.08.1 inclusive) and August 19, 1965 (item 40.12.2) and by Excise Tariff Proposals which came into effect on August 18, 1965.

CUSTOMS TARIFF

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
16.04	Prepared or preserved fish, including caviar and caviar substitutes:				
16.04.9	Other:				
16.04.91	Packed in airtight cans, bottles, jars or similar containers:				
16.04.911	Salmon	2½ d. per lb. calculated on the total weight of contents	1d. per lb. calculated on the total weight of contents	An amount per lb. calculated by reference to the total weight of contents, equal to 1½d. plus two-thirds of the amount by which the f.o.b. price per lb. calculated by reference to the total weight of contents, is less than 4s. 6d.	An amount per lb. calculated by reference to the total weight of contents, equal to two-thirds of the amount by which the f.o.b. price per lb. calculated by reference to the total weight of contents, is less than 4s. 6d.
22.03	Beer made from malt:				
22.03.190	Containing more than 2% of proof spirit	12s. 2d. per gal.	11s. 1d. per gal.	13s. 8½d. per gal.	12s. 7½d. per gal.
22.07	Cider, perry, mead and other fermented beverages:				
22.07.200	Cider and perry containing more than 2% of proof spirit	12s. 2d. per gal.	11s. 1d. per gal.	13s. 8½d. per gal.	12s. 7½d. per gal.
22.08	Ethyl alcohol or neutral spirits, undenatured, of a strength of 140% of proof or higher; denatured spirits (including ethyl alcohol and neutral spirits) of any strength:				
22.08.900	Other	£5 1s. per pf. gal.	£5 1s. per pf. gal.	£6 12s. per pf. gal.	£6 12s. per pf. gal.
22.09	Spirits not falling within item 22.08; liqueurs and other spirituous beverages; compound alcoholic preparations (known as concentrated extracts) for the manufacture of beverages:				
22.09.1	Brandy:				
22.09.110	Not exceeding the strength of proof	£2 18s. 6d. per gal., less 4s. 6d. per pf. gal.	£2 17s. 6d. per gal., less 4s. 6d. per pf. gal.	£2 18s. 6d. per gal.; and £1 6s. 6d. per pf. gal.	£2 17s. 6d. per gal.; and £1 6s. 6d. per pf. gal.
22.09.120	Exceeding the strength of proof	£2 14s. per pf. gal.	£2 13s. per pf. gal.	£4 5s. per pf. gal.	£4 4s. per pf. gal.
22.09.2	Whisky, including liqueur whisky:				
22.09.210	Not exceeding the strength of proof	£3 11s. 6d. per gal., and £1 5s. 6d. per pf. gal.	£3 8s. 6d. per gal., and £1 5s. 6d. per pf. gal.	£3 11s. 6d. per gal., and £2 16s. 6d. per pf. gal.	£3 8s. 6d. per gal., and £2 16s. 6d. per pf. gal.
22.09.220	Exceeding the strength of proof	£4 17s. per pf. gal.	£4 14s. per pf. gal.	£6 8s. per pf. gal.	£6 5s. per pf. gal.
22.09.3	Gin distilled wholly from barley malt, grain, grape wine or fruit and certified in a manner approved by the Minister to be gin so distilled:				
22.09.310	Not exceeding the strength of proof	£3 5s. 6d. per gal., and £1 5s. 6d. per pf. gal.	£3 4s. 6d. per gal., and £1 5s. 6d. per pf. gal.	£3 5s. 6d. per gal., and £2 16s. 6d. per pf. gal.	£3 4s. 6d. per gal., and £2 16s. 6d. per pf. gal.
22.09.320	Exceeding the strength of proof	£4 11s. per pf. gal.	£4 10s. per pf. gal.	£6 2s. per pf. gal.	£6 1s. per pf. gal.
22.09.4	Rum, pure, distilled wholly from sugar, sugar syrup, molasses or the refuse of sugar cane by a pot-still or similar process at a strength not exceeding 145% of proof and certified in a manner approved by the Minister to be rum so distilled:				
22.09.410	Not exceeding the strength of proof	£3 5s. 6d. per gal., and £1 5s. 6d. per pf. gal.	£3 2s. 6d. per gal., and £1 5s. 6d. per pf. gal.	£3 5s. 6d. per gal., and £2 16s. 6d. per pf. gal.	£3 2s. 6d. per gal., and £2 16s. 6d. per pf. gal.
22.09.420	Exceeding the strength of proof	£4 11s. per pf. gal.	£4 8s. per pf. gal.	£6 2s. per pf. gal.	£5 19s. per pf. gal.
22.09.5	Rum, distilled wholly from sugar, sugar syrup, molasses or the refuse of sugar cane, blended (being a blend containing not less than 25% of pure rum separately distilled from sugar, sugar syrup, molasses or the refuse of sugar cane by a pot-still or similar process at a strength not exceeding 145% of proof) and certified in a manner approved by the Minister to be rum so distilled and so blended:				

(*Continued on next page*)

SUPPLEMENT ON TRADING WITH AUSTRALIA

Copies of a recent Board of Trade Journal *illustrated supplement published earlier in the year on 'Trading with Australia' can be obtained free of charge from the Board of Trade Library, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3038).*

Copies of the Export Service Bulletin supplement on types of goods with a good export potential in Australia can be obtained (price 2s.) from Export Services Branch, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433).

BALL and ROLLER BEARINGS
CLAUDE RYE BEARINGS
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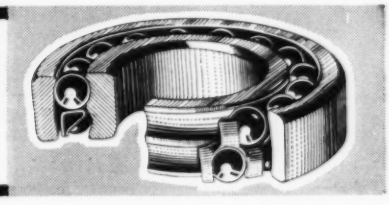
RENOWN 6174 TELEX 23453


AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
22.09.510	Not exceeding the strength of proof	£3 6s. 6d. per gal., and £1 5s. 6d. per pf. gal.	£3 3s. 6d. per gal., and £1 5s. 6d. per pf. gal.	£3 6s. 6d. per gal., and £2 16s. 6d. per pf. gal.	£3 3s. 6d. per gal., and £2 16s. 6d. per pf. gal.
22.09.520	Exceeding the strength of proof	£4 12s. per pf. gal.	£4 9s. per pf. gal.	£6 3s. per pf. gal.	£6 per pf. gal.
22.09.6	Bitters	£3 10s. 6d. per gal., and £1 5s. 6d. per pf. gal.	£3 7s. 6d. per gal., and £1 5s. 6d. per pf. gal.	£3 10s. 6d. per gal., and £2 16s. 6d. per pf. gal.	£3 7s. 6d. per gal., and £2 16s. 6d. per pf. gal.
22.09.7	Liqueurs:				
22.09.710	Not exceeding the strength of proof	£2 16s. 6d. per gal., and £1 5s. 6d. per pf. gal.	£2 16s. 6d. per gal., and £1 5s. 6d. per pf. gal.	£2 16s. 6d. per gal., and £2 16s. 6d. per pf. gal.	£2 16s. 6d. per gal., and £2 16s. 6d. per pf. gal.
22.09.720	Exceeding the strength of proof	£4 2s. per pf. gal.	£4 2s. per pf. gal.	£5 13s. per pf. gal.	£5 13s. per pf. gal.
22.09.8	Flavoured spirituous beverages, as prescribed by by-law:				
22.09.810	Not exceeding the strength of proof	£2 16s. 6d. per gal., and £1 5s. 6d. per pf. gal.	£2 16s. 6d. per gal., and £1 5s. 6d. per pf. gal.	£2 16s. 6d. per gal., and £2 16s. 6d. per pf. gal.	£2 16s. 6d. per gal. and £2 16s. 6d. per pf. gal.
22.09.820	Exceeding the strength of proof	£4 2s. per pf. gal.	£4 2s. per pf. gal.	£5 13s. per pf. gal.	£5 13s. per pf. gal.
22.09.9	Other:				
22.09.910	Not exceeding the strength of proof	£3 15s. 6d. per gal., and £1 5s. 6d. per pf. gal.	£3 15s. 6d. per gal., and £1 5s. 6d. per pf. gal.	£3 15s. 6d. per gal., and £2 16s. 6d. per pf. gal.	£3 15s. 6d. per gal., and £2 16s. 6d. per pf. gal.
22.09.920	Exceeding the strength of proof	£5 1s. per pf. gal.	£5 1s. per pf. gal.	£6 12s. per pf. gal.	£6 12s. per pf. gal.
24.02	Manufactured tobacco; tobacco extracts and essences:				
24.02.100	Cigarettes; fine cut tobacco suitable for the manufacture of cigarettes, not put up for retail sale	£2 8s. 3d. per lb.	£2 8s. 3d. per lb.	£2 13s. 2d. per lb.	£2 13s. 2d. per lb.
24.02.200	Cigars, cigarillos and cheroots	£2 6s. per lb.	£2 6s. per lb.	£2 10s. 10d. per lb.	£2 10s. 10d. per lb.
24.02.300	Snuff	6s. 6d. per lb.	6s. 6d. per lb.	6s. 6d. per lb.	6s. 6d. per lb.
24.02.900	Other	£1 7s. 11d. per lb.	£1 6s. 11d. per lb.	29·9 shillings per lb.	28·9 shillings per lb.
27.07	Oils and other products of the distillation of high temperature coal tar:				
27.07.21	Benzene; toluene; xylene; solvent naphtha; mineral turpentine; hydrocarbons having a flash point of less than 73 F when tested in an Abel Pensky closed test apparatus:				
27.07.219	Other	11⅞d. per gal.	11⅞d. per gal.	1·23 shillings per gal.	1·23 shillings per gal.
27.10	Petroleum oils, other than crude, and oils, other than crude, obtained from bituminous minerals; preparations that do not fall within any other item and that contain not less than 70% by weight of petroleum oil, or of oil obtained from bituminous minerals, where the oil is the basic constituent of such a preparation:				
27.10.2	Diesel fuel, as defined by by-law:				
27.10.230	Kerosene for use as fuel for propulsion purposes in aircraft:	6½d. per gal.	6½d. per gal.	0·79 shilling per gal.	0·79 shilling per gal.
27.10.290	Other	1s. per gal.	1s. per gal.	1s. 3d. per gal.	1s. 3d. per gal.
27.10.4	Gasoline and other oils having a flash point of less than 73 F when tested in an Abel Pensky closed test apparatus:				
27.10.410	In packs exceeding 1 gallon	2s. 10¾d. per gal.	11⅞d. per gal.	3·14 shillings per gal.	1·23 shillings per gal.
27.10.49	Other:				
27.10.492	For use as fuel for propulsion purposes in aircraft, as prescribed by by-law	8½d. per gal.	8½d. per gal.	0·957 shilling per gal.	0·957 shilling per gal.
27.10.499	Other	11⅞d. per gal.	11⅞d. per gal.	1·23 shillings per gal.	1·23 shillings per gal.
27.10.5	Mineral turpentine:				
27.10.590	Other	11⅞d. per gal.	11⅞d. per gal.	1·23 shillings per gal.	1·23 shillings per gal.
29.01	Hydrocarbons:				
29.01.190	Other	11⅞d. per gal.	11⅞d. per gal.	1·23 shillings per gal.	1·23 shillings per gal.
36.08	Other combustible preparations and products:				
36.08.100	Fuels, liquid at a temperature of 15 C and under a pressure of 760 mm. of mercury, of a kind used in mechanical lighters	2s. 10¾d. per gal.	11⅞d. per gal.	3·14 shillings per gal.	1·23 shilligs per galn.
40.12	Hygienic and pharmaceutical articles (including teats), of unhardened vulcanized rubber, with or without fittings of hardened rubber:				
40.12.200	Hot water bags	37½% or, if higher, 1s. 6d. per lb. Primage 10%	17½% or, if higher, 9d. per lb. Primage 5%	37½% or, if higher 1s. 6d. per lb.; and, except in respect of goods specified in note 11 to Chapter 40, a temporary duty of an amount per hot water bag equal to the amount, if any, by which the f.o.b. price per bag is less than 3s. 3d. Primage 10%	17½% or, if higher, 9d. per lb.; and, except in respect of goods specified in note 11 to Chapter 40, a temporary duty of an amount per hot water bag equal to the amount, if any, by which the f.o.b. price per bag is less than 3s. 3d. Primage 5%

Item	Goods	Former Duties	New Duties
1	Beer:		
	(A) Ale, porter, and other beer, containing not less than 2% of proof spirit . per gallon	9s. 10d.	11s. 4½d.
	(B) Any other fermented liquors, n.e.i., containing not less than 2% of proof spirit which may by Proclamation be declared dutiable under this item . . . . . per gallon	9s. 10d.	11s. 4½d.
	For the purpose of this item beer means any fermented liquor brewed from a mash of malted or other grains or extracts from malted or other grains with or without sugars or glucose, hops or other vegetable bitters.		
2	Spirits:		
	(A) Brandy, distilled wholly from wine, the fermented juice of fresh grapes, by a pot-still or similar process at a strength not exceeding 40% over proof, matured by storage in wood for a period of not less than two years and certified by an officer to be pure brandy per proof gallon	£2 9s.	£4
	(B) Blended brandy, distilled wholly from wine, the fermented juice of fresh grapes, and containing not less than 25% of pure spirit (which has been separately distilled from wine, the fermented juice of fresh grapes, by a pot-still or similar process at a strength not exceeding 40% over proof), the whole being matured by storage in wood for a period of not less than two years, and certified by an officer to be brandy so blended and matured per proof gallon	£2 9s.	£4
	(C) Apply brandy, distilled wholly from apple cider and brandies distilled from other approved fruit juices by a pot-still or similar process at a strength not exceeding 40% over proof, matured by storage in wood for a period of not less than two years, and certified by an officer to be pure apple or pure fruit brandy . . . . per proof gallon	£2 9s.	£4
	(D) Whisky, distilled wholly from barley malt by a pot-still or similar process at a strength not exceeding 45% over proof, matured by storage in wood for a period of not less than two years, and certified by an officer to be pure malt whisky . . . . per proof gallon	£4	£5 11s.
	(E) (1) Australian blended whisky, distilled partly from barley malt and partly from other grain, containing not less than 25% of pure barley malt spirit (which has been separately distilled by a pot-still or similar process at a strength not exceeding 45% over proof), the whole being matured by storage in wood for a period of not less than two years, and certified by an officer to be whisky so blended and matured per proof gallon	£4	£5 11s.
	(E) (2) Blended whisky, n.e.i., distilled partly from barley malt and partly from other grain, containing not less than 25% of pure barley malt spirit (which has been separately distilled by a pot-still or similar process at a strength not exceeding 45% over proof), provided that the blended whisky contains not less than 15% of Australian pure barley malt spirit and contains not more than 20% of spirit upon which import duty has been paid, the whole being matured by storage in wood for a period of not less than two years, and certified by an officer to be whisky so blended and matured . . . . per proof gallon	£4	£5 11s.
	(F) Rum, distilled wholly from sugar, sugar syrup, molasses, or the refuse of sugar cane, by a pot-still or similar process at a strength not exceeding 45% over proof, matured by storage in wood for a period of not less than two years, and certified by an officer to be pure rum . . . . per proof gallon	£4 2s.	£5 13s.
	(G) Blended rum, distilled wholly from sugar, sugar syrup, molasses, or the refuse of sugar cane, containing not less than 25% of pure spirit (which has been separately distilled from sugar, sugar syrup, molasses, or the refuse of sugar cane, by a pot-still or similar process at a strength not exceeding 45% over proof), the whole being matured by storage in wood for a period of not less than two years and certified by an officer to be rum so blended and matured . . . . per proof gallon	£4 3s.	£5 14s.
	(H) Gin, distilled from barley malt, grain, grape wine, apples, or other approved fruit and certified by an officer to be pure gin per proof gallon	£4 2s.	£5 13s.
	(O) Spirits, n.e.i. . . . . per proof gallon	£4 11s.	£6 2s.
5	(A) Liqueurs, as prescribed by Departmental by-laws per proof gallon	£4 1s.	£5 12s.
	(B) Liqueurs, n.e.i. . . . . per proof gallon	£4 11s.	£6 2s.
	(C) Flavoured spirituous liquors, as prescribed by Departmental By-laws . . per proof gallon	£4 1s.	£5 12s.
6	(A) Tobacco, hand-made strand:		
	(1) In the manufacture of which all the tobacco leaf used is Australian grown . per lb.	19s. 6d.	21·48 shillings
	(2) Otherwise . . . . per lb.	£1 0s. 2d.	22·4 shillings
	(B) Tobacco, manufactured, n.e.i.:		
	(1) In the manufacture of which all the tobacco leaf used is Australian grown . per lb.	19s. 9d.	21·73 shillings
	(2) Otherwise . . . . per lb.	£1 0s. 5d.	22·4 shillings
	(C) Tobacco, fine cut, suitable for the manufacture of cigarettes:		
	(1) In the manufacture of which all the tobacco leaf used is Australian grown . per lb.	£1 16s. 5d.	£2 1s. 4d.

(*Continued on next page*)

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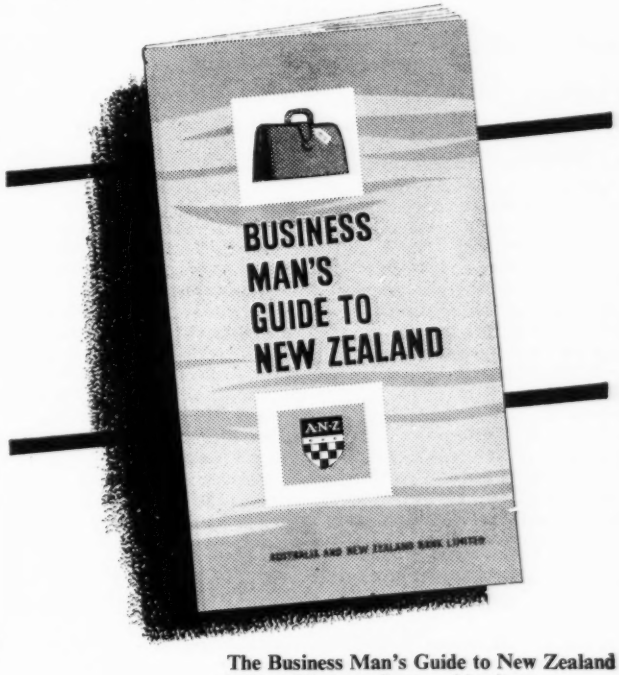

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AUSTRALIA, *continued*

Item	Goods	Former Duties	New Duties
	(2) Otherwise . . . . . per lb.	£1 17s. 1d.	£2 2s.
7	Cigars:		
	(A) Handmade . . . . . per lb.	£1 7s. 8d.	£1 12s. 6d.
	(B) Machine-made . . . . . per lb.	£1 8s. 8d.	£1 13s. 6d.
8	Cigarettes, including the weight of the outer portion of each cigarette:		
	(A) Hand-made . . . . . per lb.	£1 16s. 10d.	£2 1s. 9d.
	(B) N.e.i. . . . . per lb.	£1 17s. 1d.	£2 2s.
11	(A) Gasoline and other petroleum or shale spirit, having a flash point of less than 73 degrees Fahrenheit when tested in an Abel Pensky closed test apparatus:		
	(1) As prescribed by Departmental By-laws .	Free	Free
	(2) Produced from shale mined in Australia .	Free	Free
	(3) N.e.i.:		
	(a) For use in aircraft, as prescribed by Departmental By-laws . per gallon	8½d.	0·957 shilling
	(b) Other . . . . . per gallon	11¼d.	1·23 shillings
	(B) Mineral turpentine:		
	(3) N.e.i. . . . . per gallon	11¼d.	1·23 shillings
	(D) Aviation turbine kerosine; kerosine, n.e.i., other than power kerosine as defined by Departmental By-laws:		
	(2) Other . . . . . per gallon	6½d.	0·79 shilling
	(E) Diesel fuel as defined by Departmental By-laws:		
	(2) Other . . . . . per gallon	1s.	1s. 3d.

Note: Specific duties are shown in Australian currency: £A125 = £100 sterling.

Further Tariff Board inquiries

WE HAVE been informed by HM Minister (Commercial) at Canberra of further references to the Tariff Board in respect of:

(1) **Cheese, other than Cheddar** (Tariff Item 04.04).

(2) **Earth-moving and materials handling equipment.**

Full details of the Tariff Items under which the above goods are dutiable will be published in next week's issue of the *Board of Trade Journal*.

ARGENTINA

Foreign exchange regulations

HM EMBASSY at Buenos Aires report the issue of Argentine Central Bank Circulars Nos. R.C. 246 and 247 of August 13, and R.C. 248 of August 16, which regulate imports as follows:

Circular No. 246: As from August 16 imports of books are subject to a Customs Clearance certificate.

Circular No. 247: Imports of raw materials, parts and spare parts made by industrial firms in order to carry out manufacturing plans approved by Decree issued by the Executive Power are exempted from the payment of the prior deposit on imports. The exemption applies exclusively on condition that payments abroad are made not less than 180 days from the date of shipment and that no purchases of future exchange are transacted.

Circular No. 248: Imports of spares for road making machinery are exempted from the payment of prior import deposits provided importers in each case present a certificate issued by the Argentine Highway Administration, jointly with the Ministry of Economy and Secretariat of State for Industry and Mining freeing such imports from payment of surcharges. The exemption applies exclusively on condition that payments abroad are made not less than 180 days from the date of shipment and that no purchases of future exchange are transacted.

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CHILE

Amendments to import list

THE FOLLOWING AMENDMENTS should be made to the Chilean List of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentages of prior deposit and tax surcharge payable (see Col. 4) are the same, unless otherwise stated. If no figure is given it should be understood that the percentages have yet to be fixed.

Section	Group	Item	Tax/Deposit
V	24	Insert new item: 'Frozen chickens.'	
X	54	Blast furnace pig iron	Tax Free
		Carbon steel, hot or cold-rolled	Tax Free

Exchange regulations

IT HAS BEEN reported by HM Embassy at Santiago that, at its Session No. 347 of August 27, the Executive Committee of the Central Bank have extended the date for applying for forward exchange contracts for the following:

Goods which do not figure on the special list.

Forward exchange contracts can be made only if the relative bills of lading are dated up to 120 days prior to June 1, 1965. (This date has been extended from April 1).

URUGUAY

Modifications to the Code of Merchandise

HM EMBASSY at Montevideo report the following modifications to the Uruguayan Code of Merchandise as the result of Bank of the Republic Circular No. 70/61:

ADDITIONS

Tariff No.	Items	Surcharge	Prior Deposit	Average c.i.f. Price
		Per cent	Per cent	US $
40.086	Mimeograph stencils suitable to be perforated only by means of electronic systems (workable by photoelectric cellules) . . .	30	—	
42.114	Aluminium or aluminium alloy wire . .	90	—	
42.136	Aluminium rods for drawing into wire ('Alambron')	150	200	
42.388	Cellulose wrapping in bobbins . . .	30	—	
42.389	Cellulose wrapping in reams . . .	90	—	
42.500	Compounds or products without mixing conditioned in the form of layers, containing all the necessary elements except agglutinates destined for the preparation of coatings for soldering electrodes	30	—	
42.562	Sodium bichromate	—	—	
43.424	Silicones (1)	30	—	
43.498	Based felted fabric, glued or not on rubber, cloth or leather for the manufacture of garnitures for carding	30	—	
49.023	Motor block (2)	300	200	1·70 per kilo
49.025	Inner tubes for motor vehicles of the following sizes: 670 x 13, 725 x 15 and 825 x 16 . .	30	—	

Notes:

(1) These goods are exonerated from the minimum surcharge established by Decree dated April 14, 1963, always understood that by their nature they do possess medicinal qualities or can be classified under any of the following:

a. Medicinal.
b. Medicinal grade.
c. Medicinal destination, when this classification is stated in the analytic results in the certificates issued by the Customs Authorities notwithstanding the control which the Bank of the Republic may consider convenient to carry out or obtain.

(2) This sub-group includes cylinders with cooling fins.

(*Continued on next page*)

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Service Branch of the Board of Trade.*

MODIFICATIONS TO DESCRIPTION

Tariff No.	Item	Surcharge	Prior Deposit	Average c.i.f. Price
		Per cent	Per cent	US $
32.068	Aluminium and aluminium alloy pipes of 5 in. (127·0 mm.) diameter in any width of wall and length	150	200	1,650 per ton
	Should now read:			
32.068	Aluminium and aluminium alloy pipes up to 4 in. (101·60 mm.) diameter in any width of wall and length	150	200	1,650 per ton
37.076	Asbestos board in sheets and asbestos rope	30	—	
	Should now read:			
37.076	Asbestos board in sheets, asbestos rope and tape	30	—	
40.010	Unretractable ball point pens	90	—	
	Should now read:			
40.010	Unretractable ball point pens and their spare parts and accessories	90	—	
41.092	Spraying type irrigation equipment	—	—	
	Should now read:			
41.092	Spraying type irrigation equipment except pipes up to 4 in. (101.60 mm.) diameter in any width of wall and length	—	—	
49.059	Tyres for motor vehicles of the following sizes: 670 x 13, 725 x 15	30	—	
	Should now read:			
49.059	Tyres for motor vehicles of the following sizes: 670 x 13, 725 x 15 and 825 x 16	30	—	
49.076	Engine-clutch-gearbox and differential group provided that the group is a unit including the engine	300	200	1·70 per kilo
	Should now read:			
49.076	Engine group constituted in all cases by the engine complemented by clutch and/or gearbox and/or differential	300	200	1·70 per kilo

MODIFICATIONS TO SURCHARGES

Tariff No.	Item	Surcharge	Previous Surcharge
		Per cent	Per cent
37.242	Circular cotton wicks with interior asbestos casing and metallic insertions	30	60
37.339	Sheep shearing scissors and parts	30	—
43.387	Synthetic 'Alkidicas' resins	90	30

MODIFICATIONS TO AVERAGE C.I.F. PRICE

Tariff No.	Item	Average c.i.f. Price
39.103	Tempered and unbreakable drinking glasses	US $1·00 per kilo
	Should now read:	
39.103	Tempered and unbreakable drinking glasses	US $0·45 per kilo
36.085	Electricity meters and their spares and parts:	
	1. Single-phase	US $10·50 per kilo
	2. Three-phase	US $31·50 per kilo
	3. Spares and parts	US $40·00 per kilo
	Should now read:	
36.085	Electricity meters and their spares and parts:	
	1. Single-phase	US $10·50 each
	2. Three-phase	U.S.$31·50 each
	3. Spares and parts	US $40·00 per kilo

DELETIONS

Tariff No.	Item	Surcharge	Prior Deposit
		Per cent	Per cent
33.054	Cine carbons	30	—
37.330	Felt type cloth with or without glue attached to rubber or plastic for industrial uses	30	—
42.246	Potassium and sodium bichromates	30	—
42.385	Cellulose wrapping	60	—

CANADA

'Made in Canada' rulings

THE FOLLOWING rulings have been made for Canadian Customs purposes:

Of 'a class or kind made in Canada':

Grain rollers known also as grain roller mills of designs employing one set of two rolls as used for rolling grains in the preparation of livestock and poultry seeds.

Field strength meters such as are used for determining signal strength in the frequency modulation (f.m.) and television (T.V.) bands.

(*Continued on next page*)

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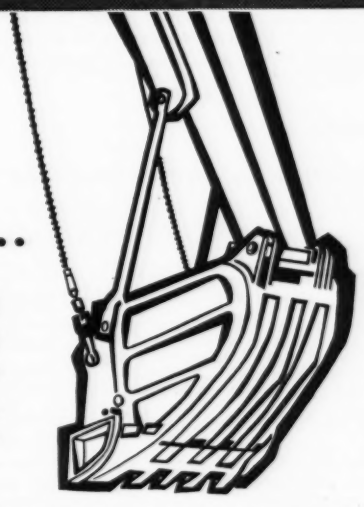

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CANADA, *continued*

Note 1:
Upon the effective date of this memorandum the reference to field strength meters in Memorandum D51-22 dated November 27, 1964 is cancelled.

Note 2:
All other field strength meters remain in the category of a class or kind not made in Canada.

(Rulings effective October 14, 1965.)

The above information is contained in Canadian Department of National Revenue Memoranda Series D51-7-1 and D51-22-1 dated September 13, 1965.

JAMAICA

Import licensing arrangements

THE LIST of Exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of April 24, page 925) has been further amended by the *deletion* of paragraph (i) from item 42 and the *substition* therefor of the following:

42. Metal manufactures of:
(i) Steel buildings and steel fabricated structures, including Purlins.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

UNITED STATES

Imports of watch movements etc. invoice requirements

THE UNITED STATES Bureau of Customs have issued amendments to the invoicing requirements for certain watch movements and time-keeping, time-measuring, and time-indicating mechanisms, devices, and instruments in order to determine whether these movements etc. have been adjusted and to ascertain the number of position adjustments made. These amendments are due to become effective on September 26, 1965.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

PORTUGAL

Amendments to the import tariff

THE PORTUGUESE *Diario do Governo*, First Series No. 132 of June 14, published Decree Law No. 46,387 which amends the import tariff as follows:

The present import tariff sub-heading 02.01.02 shall become 02.01.03 and a new tariff sub-heading 02.01.02 shall read as follows:

02.01 .....
01.....
02 Meat of animals of the equine species:
Maximum tariff – 4·80 Esc. per kg.
Minimum tariff – 2·40 Esc. per kg.

The following note is hereby added to sub-heading 73.40.10 of the import tariff:

Note: Sheets and plates, of iron or steel which have been subjected to operations which exclude them from heading 73.13 and which are destined for use by Portuguese manufacturers of steam generating boilers in the production of ends and reversing chambers for generating boilers manufactured by them, are liable to rates of 2 per cent and 1 per cent *ad valorem* under the maximum and minimum tariffs respectively.

Application of such rates shall depend upon a report from the Inspectorate-General of Agricultural and Industrial Products showing that such articles are not manufactured economically in Portugal. Should such articles be used for any purpose other than specified above, such fact shall be considered as an attempt to evade payment of the duties appropriate thereto if they had not been liable to these rates. The rates shall be paid on imported goods for which the duties thereon are guaranteed by virtue of claims submitted with regard to the Tariff currently in force.

The tariff rates referred to in the note to sub-heading 73.40.10 shall benefit from the reductions provided for in paragraph (a) of Section 4 of Annex G to the Convention establishing the European Free Trade Association.

Inquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 and 462).

EUROPEAN ECONOMIC COMMUNITY

Further translations of EEC and EURATOM regulations

THE FOLLOWING further translations of EEC and EURATOM Regulations are now available from HM Stationery Office, Kingsway, London, W.C.2, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage should be addressed to HM Stationery Office, PO Box 569, Cornwall House, London, S.W.1.

Regulation No.	Description	Price
EEC		
27/65	To limit the maximum amount of refund applicable to processed cheese exported to Luxembourg	3d.
37/65	To lay down criteria for determining the c.i.f. prices for cereals, flour, groats and meal	9d.
43/65	To continue the system laid down in Regulation No. 156 in respect of flour and starch of manioc and other roots and tubers originating in the Associated African and Malagasy States	3d.
44/65	To extend until September 30, 1965, Regulation No. 142/64 on refunds to producers of cereal starch and potato starch	3d.
47/65	To adjust and fix threshold prices for pigs, pigment and pigmeat products in respect of imports effected between April 1 and June 30, 1965	3d.
51/65	To amend the common standards of quality for certain fruit and vegetables	9d.
52/65	To amend the Annex to Regulation No. 158/64 in respect of standard calculation of internal taxation levied on imports of certain dairy products into Belgium and Luxembourg	3d.
EURATOM		
4/65/Euratom	To amend the Service Regulations of officials and conditions of employment of other servants of the European Economic Community and the European Atomic Energy Community	9d.
5/65/Euratom	To fix the amount of the Standard Temporary Allowance referred to in Annex VII, Article 4A, of the Service Regulations of officials, and the period for which such allowance shall be granted	3d.
6/65/Euratom	To amend the conditions and procedure for levying the tax for the benefit of the Community in implementation of Article 12, first paragraph, of the Protocols on the privileges and immunities of the European Economic Community and of the European Atomic Energy Community	3d.
7/65/Euratom	To amend the percentage factors to be applied in adjustment of officials' remuneration and pensions	6d.
8/65/Euratom	To amend the percentage factors to be applied in adjustment of officials' remuneration and pensions in the Federal Republic of Germany	3d.
9/65/Euratom	To lay down conditions applicable to remuneration and social security of members of the staff of the Joint Nuclear Research Centre employed in the Federal Republic of Germany	9d.
10/65/Euratom	To amend the conditions applicable to remuneration and social security of members of the staff of the Joint Nuclear Research Centre employed in Italy	3d.
11/65/Euratom	To lay down conditions applicable to remuneration and social security of members of the staff of he Joint Nuclear Research Centre employed in the Netherlands	9d.

IRAN

Cholera warning

AS THERE HAS been an increased number of cases of cholera in Iran during recent weeks, and some neighbouring states have imposed certain control measures, travellers proposing to visit these Middle East countries are advised to check in advance what measures must be taken, and in particular to consider immunization against cholera. Information can be obtained from travel agents or the consulates of the countries concerned.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms.

ISRAEL

Liberalization of imports

THE FOLLOWING ITEMS have been added to the list of goods for which Israeli import licences are freely granted. These items are liberalized with effect from August 5, 1965.

Tariff Ref. No.	Description	Import Duty (*ad val.* c.i.f.)	Purchase Tax
9.01 (c)	Ground coffee	45% + IL.4·20 per kilo	Exempt
11.02 (b) (3) (a)	Flaked oats	60%	Exempt
24.02 (b)	Cigars and cheroots	25% + IL.80 per kilo	Exempt
28.38 (b)	Magnesium sulphate	45%	Exempt
31.04 (i) (1) 38.19 (f)	Hardening and tempering materials for metals	45%	Exempt
73.12 (i) (1) 73.13 (i) (1) 73.15 (c) (4) 73.15 (d) (4)	Sheets, hoops and strips, perforated and embossed (sieves of iron or steel)	80%	Exempt
73.21 (i) 76.08 (i) 812	Structures, complete or incomplete, and parts of steel, iron or aluminium	45%	Exempt
73.29 (i) (9) (a)	Soldered chains and linked chains of iron steel	60%	Exempt
73.29 (i) (9) (b)	Wire rope fittings of iron or steel	60%	Exempt
73.40 (c) (7) (a)	Milk cans of a capacity of 15 litres or more	15%	Exempt
76.10 (b)	Machinery for aerating beverages of a weight not exceeding 200 kilo	60%	10%
84.19 (c)			

All inquiries about this notice should be addressed to Exports Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

ANGOLA

Amendments to the import tariff

THE *Boletim Oficial de Angola*, First Series No. 26 of June 26, 1965, publishes Legislative Decree No. 3553 which amends the Preliminary Instructions and the text of the Angolan Import Tariff. The amendments affect the following Articles in the Preliminary Instructions:

Article 54, Nos. 3, 4, 5 and 6.
Article 63, Nos. 9 and 10.

The following sub-headings in the text of the Import Tariff are amended and these amendments affect the tariff rates:

38.11.02	87.02.13
48.01.14	87.02.14
57.10.01	87.04.04
59.01.03	87.09.01
69.08.01	87.10
70.10.01	87.12.01
87.02.02	87.12.02
87.02.08	

The note to sub-heading 70.10.01 is deleted, and the following note is added to Chapter 84:

5. Agricultural equipment, as shown in this Chapter, manufactured under good price and quality conditions in Angola, in accordance with a list to be drawn up by the Directorate of Economic Services and to be published in the *Official Bulletin*, shall be liable to a rate of 15 per cent.

These changes came into effect on June 26, 1965.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

Further amendments to the import tariff

THE *Boletim Oficial de Angola*, First Series No. 26 of June 26, 1965, publishes Legislative Decree No. 3554 authorising the following temporary reductions in the Angolan Import Tariff:

Tariff Heading	*Unit*	*Escudos*
04.02	Kg.	4·00
07.01.03	Kg.	0·40
20.02.02	Kg.	2·40
20.05.01	Kg.	5·20
28.17.01	*ad valorem*	25%
29.22.03	*ad valorem*	10%
34.01.05	Kg.	5·00
38.19.09	*ad valorem*	10%
51.01.02	Kg.	(Actual weight) 14·00
51.01.03	Kg.	14·00
51.01.04	Kg.	20·00
56.05.02	Kg.	13·00
56.05.03	Kg.	20·00
63.01	Kg.	100·00
73.36.01	Kg.	8·00
74.03.04	Kg.	2·80
76.02	Kg.	2·00
76.03	Kg.	2·00
76.08	Kg.	10·00

The Legislative Decree amends the rate of duty on sub-heading 28.17.02 to 12·5 per cent *ad valorem*, and adds the following Notes to the headings indicated below in the Import Tariff:

48.01.14. Note: Liable to a rate of 1 per cent *ad valorem* when imported by industrial enterprises legally authorized to process tobacco.
69.11. Note: Water filters, accessories and spare parts are liable to a rate of 1 per cent *ad valorem*.
69.12. Note: Water filters, accessories and spare parts are liable to a rate of 1 per cent *ad valorem*.

The Note to heading 63.01 in the Import Tariff shall read as follows:

63.01. Note: Suits and uniforms, whether or not complete, including overcoats and jackets, of pure or mixed wool, shall enjoy the benefit of 80 per cent of the rate.

These changes came into effect on June 26, 1965.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

ZAMBIA

Customs tariff application

THE FIRST SECRETARY (Commercial) at Lusaka has reported that the Ministry of Commerce and Industry have received an application for increase in customs duty on matches as follows:

Description of Commodity	Tariff Item		Rates of Duty			
			Col. A	Col. B	Col. C	Col. D
Matches, including fusees, vestas and other patent lights used as such:				Present		
in boxes or packages containing not more than 50 matches	322 (a)	per gross of boxes or packages	6s. 0d.	1s. 6d.	1s. 6d.	Free
in boxes or packages containing more than 50 matches	322 (b)	per 50 gross of matches	6s. 0d.	1s. 6d.	1s. 6d.	Free
				Requested		
	322 (a)	per gross of boxes or packages	17s. 0d.	12s. 6d.	12s. 6d.	11s. 0d.
	322 (b)	per 50 gross of matches	17s. 0d.	12s. 6d.	12s. 6d.	11s. 0d.

(Britain pays the Column D rate of duty.)

Where British trade organizations are thought to be interested in the above application they are being informed, and it is suggested that any British firm wishing to make representation to the Zambia Ministry of Commerce and Industry, and belonging to a trade organization, should get in touch with that body in the first instance.

Firms proposing to make independent representations to the Zambia authorities and desiring further information relating to the above, should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference C.R.E. 7522/65. The closing date for the receipt of representations by the Ministry of Commerce is October 15.

RHODESIA

Suspensions of duty

THE Customs and Excise (Suspension) (Amendment) Regulations, 1965 (No. 5), published as Rhodesia Government Notice No. 593 of September 3, amend the Customs and Excise (Suspension) Regulations 1965, to the following extent:

	Goods	Effective Rates			
		Duty A	Duty B	Duty C	Duty D
	FIRST SCHEDULE				
	By the insertion of the following item:				
Ex 49 (a) (ii)	Unsweetened youngberry juice, in bulk *ad val.*	30%	20%	20%	10%

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICES R.1245, 1246 and 1249, published in the Republic of South Africa *Government Gazette* of August 27, set out the following amendments to the Republic's customs tariff:

	Tariff Heading	Statistical Unit	Rate of Duty		
			General	MFN	Preferential
R.1245					
38.19.65	Compound catalysts . . .	lb.	10%		
	By the substitution, for the rate of duty in Column 3, of the following		Free		
48.21	By the insertion, after sub-heading No. 48.21 20, of the following:				
	48.21.25 Cards, not printed, with a magnetic field, of a kind used with statistical and calculating machines . .	lb.	5%		
R.1246					
68.04	By the insertion after sub-heading No. 68.04.20 of the following:				
	68.04.30 Millstones of a diameter exceeding 5 ft. . .	lb.	Free		
R.1249					
51.01	By the substitution for sub-heading No. 51.01.10 of the following:				
	51.01.10 Stretch or bulked yarns of polyamide fibres .	lb.	20%		
51.03	By the substitution for sub-heading No. 51.03.10 of the following:				
	51.03.10 Of synthetic fibres:				
	.10 Stretch or bulked yarns of polyamide fibres .	lb.	20%		
	.90 Other . .	lb.	10%	5%	

Customs tariff application

CUSTOMS TARIFF APPLICATION List 400, published in the Republic of South Africa *Government Gazette* of August 20, states that the Board of Trade and Industries have received an application for an increase in the Republic's customs tariff on urea and melamine formaldehyde artificial resins etherified with alcohols containing three or more carbon atoms, from 15 per cent *ad valorem* to 25 per cent *ad valorem*.

Those British trade organizations thought to be interested in this application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization, should, therefore, first contact that body. If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 7525/65.

GHANA

Customs tariff changes

ON September 10 the Ghana Minister of Finance presented a supplementary budget which contains certain increases in customs duties, including those on socks, stockings, shirts, singlets, cement, spirits and cars. Further details are not available at present but will be published as soon as possible. Meanwhile inquiries should be addressed to E.S.B., Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

NEW HEBRIDES CONDOMINIUM

Customs service tax

THE NEW HEBRIDES CONDOMINIUM *Gazette* has announced that by Joint Regulation No. 5 of 1965, dated March 24, a Customs Service Tax will be levied on all goods imported into the New Hebrides from other territories. The amount of the tax is 1 per cent of the invoice value ex factory or shop, as shown in the invoices accompanying the goods. The Resident Commissioners may, however, by Joint Rules, vary the amount of the tax.

The full text of the Regulation, including a list of goods exempted from this tax, may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

INDUSTRIAL FILM CATALOGUE

A new (1964-65) *edition of the Central Office of Information industrial catalogue* Films for Industry *has been published. It contains* 793 *films and* 43 *filmstrips, which are available from Central Film Library and its branch libraries in Scotland and Wales. The films and filmstrips listed – including* 182 *new films,* 112 *of them British – are intended for instruction and training and for the promotion of industrial productivity, health and safety. The films are selected with the help of an advisory panel on which both sides of industry are represented, in addition to some Government departments and sponsored bodies. The Board of Trade is a member of this panel.*

The catalogue is available from the Central Film Library, Government Building, Bromyard Avenue, London, W.3. Price 4s. *post free.*

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

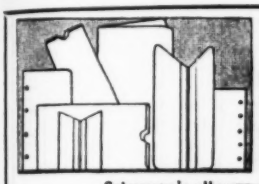
Title	*Last published*
Balance of payments (Q)	This week
Business names registered (A)	12 Feb. 1965
Capital expenditure:	
By industry - provisional (Q)	10 Sept. 1965
- final (Q)	9 July 1965
Distributive and service trades (A)	1 Jan. 1965
Expected capital expenditure (6-M)	22 Jan. 1965
Cars and commercial vehicles (M)	27 Aug. 1965
Catering trades turnover (M)	This week
Chemical industries production (6-M)	21 May 1965
Companies:	
Accounts delivered under the Protection of Depositors Act (6-M)	16 July 1965
Income and finance (Q)	6 Aug. 1965
New companies registered (M)	27 Aug. 1965
Property companies (A)	6 Nov. 1964
Credit:	
International trade credit (A)	7 May 1965
Engineering and electrical goods:	
Deliveries of certain products (Q)	25 June 1965
Production, exports and orders (M)	27 Aug. 1965
Film industry:	
British film fund agency returns (M)	3 Sept. 1965
Cinema admissions and takings (M)	27 Aug. 1965
Overseas payments and earnings (A)	25 Sept. 1964
Registrations of films (A)	29 Jan. 1965
Trends in film-going (A)	10 Sept. 1965
Food consumption levels (A)	20 Aug. 1965
Foreign trade:	
Commonwealth trade (A)	25 June 1965
Sterling area trade summary (Q)	20 Aug. 1965
Trends in exports of manufactures (A)	27 Nov. 1964
World trade and production (Q)	3 Sept. 1965
Foreign trade of the UK:	
Trade by air (6-M)	30 April 1965
Unit value and volume index nos. (M)	3 Sept. 1965
Value of overseas trade (M)	20 Aug. 1965
Gold and dollar reserves (M)	10 Sept. 1965
Hire purchase:	
Assets and liabilities of HP companies (Q)	20 Aug. 1965
Business (M)	10 Sept. 1965
Industrial building:	
Provisional figures (Q)	6 Aug. 1965
Industrial production:	
Index nos. (M)	27 Aug. 1965
N. Ireland index (M)	27 Aug. 1965
Insurance companies:	
Assets (A)	9 July 1965
Transactions (Q)	9 July 1965
Investments and earnings overseas (6-M)	2 April 1965
Machine tools deliveries and orders (M)	20 Aug. 1965
Pension funds:	
Assets (A)	9 July 1965
Transactions (Q)	3 Sept. 1965
Retail prices index (M)	20 Aug. 1965
Retail trade:	
Index nos. (M)	10 Sept. 1965
N. Ireland index (M)	27 Aug. 1965
Shipping movement at UK ports (M)	13 Aug. 1965
Stocks:	
Manufacturers and distributors (Q)	10 Sept. 1965
Retail (M)	This week
Textiles:	
Clothing and textile orders and deliveries (M)	20 Aug. 1965
Man-made fibres production (M)	10 Sept. 1965
Wholesale houses sales (M)	This week
Wool and cotton output (M)	20 Aug. 1965
Tourism:	
International tourism (A)	10 Sept. 1965
UK tourist traffic (M)	3 Sept. 1965
Wholesale prices:	
Average prices of selected commodities (A)	19 Feb. 1965
Index nos. (M)	This week

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade Addresses	26 Mar. 1965
Board of Trade Regional Organization	27 Aug. 1965
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	9 July 1965
British Commercial Representatives Overseas	27 Aug. 1965
Directory of Board of Trade Departments and their work	14 Aug. 1964
ECGD Local Offices	9 July 1965
Official Receivers' Offices	29 Jan. 1965
United States Consular Offices in the UK	14 Aug. 1964

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.



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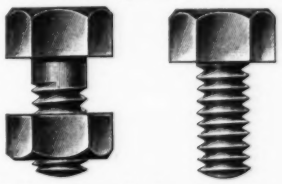

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